Board of Trade Journal

Volume 197, No. 3798 Published by Her Majesty's Stationery Office 31 December 1969

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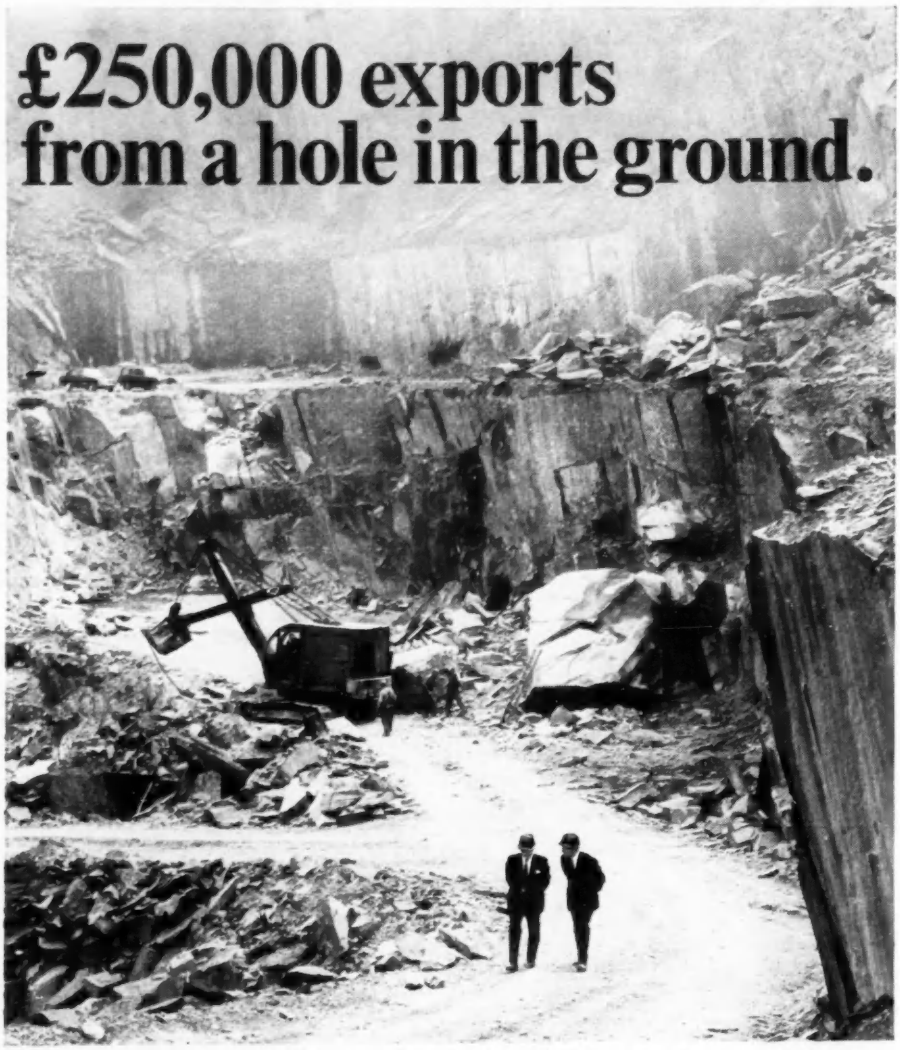
£250,000 exports from a hole in the ground.



Whatever your product, you'll find growth markets overseas. This is the view of managing director David W, whose marketing company has revived a pre-1914 tradition of large-scale slate exporting. We talked to him at a slate quarry in Furness.

Interviewer: What are the outlets for slate these days?

David W: Mostly roofing and flooring, and facing for churches, office blocks, underpasses, any kind of largish construction. Insulating switchboards is another application, and many new ones are on the way. We think slate granules have an interesting future on roofing felts. Almost all our export slate is going for building.

Slate is expensive to ship. Was this why the export trade died?

David W: The very high labour content for loading killed exports after 1914. When we began looking at exporting again in 1965, we designed a special collapsible loading box. That, combined with new methods of mechanical loading, put the thing back on a viable basis.

What made you re-start exporting in 1965?

David W: The economic doldrums at home, and a shortage of slate in France.

You started there, but now you've expanded into other markets?

David W: We're also selling in Denmark, Holland, Germany, Iceland — and now U.S.A., which has very big potential. We were up to £250,000 overseas last year, and we think we can double that in time.

How do you develop a new market?

David W: We get help from the British Embassies and we appoint an agent.

Has your ECGD cover helped you expand?

David W: We very soon found we needed this. Each cargo we ship is worth around £20,000 and we often have two cargoes outstanding. If a customer defaulted we'd be in bad trouble. We also plan to use the ECGD comprehensive bank guarantee so that we can raise bank finance for exports at Bank Rate. It's expensive building up export markets. We're very glad of this help through ECGD.

Are you optimistic about the future?

David W: In this trade you take the long view. The first shipment of slate from this quarry was in 1688. Its peak production year was 1863. With a lot of effort, we might begin to approach that size of output again in the nineteen-seventies.

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Board of Trade Journal

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Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

With exports running at 75 per cent of total output CAV, the diesel, electrical and mechanical engineering company, is a leading international manufacturer of diesel fuel injection and transport electrical equipment. At the company's Acton West London headquarters, an analogue computer is employed in the CAV Engineering Centre for modelling and predicting the dynamic behaviour of fuel injection equipment. The mathematical treatment of diesel fuel injection problems is well established, and CAV use the latest techniques to save time and money in their development and application effort, and to improve on the high technical standard of their products.

The CAV Research and Engineering Centre is considered to be the finest facility of its kind in the world. Offering unrivalled services for development work in conjunction with engine builders and other manufacturers, it is equipped with 24 soundproof, heat insulated and individually instrumented engine test beds. The work of the laboratories covers investigation into combustion, hydraulics, cold starting and filtration, and the testing and development of new and existing products. Pioneer work on new electrical systems and the 'tailoring' of fuel injection equipment to customers' engines is all part of the CAV service to the diesel industry in the United Kingdom and overseas.

President to visit South East Asia

Mr. Roy Mason, President of the Board of Trade, will visit Thailand, The Philippines, Singapore and Malaysia from Thursday, January 8 to Saturday, January 17. This is one of a series of overseas engagements which Mr. Mason is undertaking as part of his export promotion programme in order to gain first-hand experience of conditions in the countries of a wide variety of our trading partners.

During his tour the Minister will meet Government Ministers and local businessmen, as well as British businessmen operating in the countries which he is visiting.

National Film Finance Corporation; appointment of chairman, members, and Managing Director

Mr. Roy Mason, President of the Board of Trade, has appointed Mr. R. A. Clark, of the Hill Samuel Group Ltd., to be Chairman of the National Film Finance Corporation in succession to Sir Hilary Scott. Sir Hilary Scott, who has indicated his wish to retire from the chairmanship, will continue to serve on the Board of the Corporation for the time being. Other members of the Board who are being re-appointed are Sir Ernest Goodale, Mr. D. V. House, Sir Leslie Robinson, and Mr. John Terry, Managing Director of the Corporation.

Mr. Robert Clark, has resigned his appointment as a member of the Corporation.

Commission on the Third London Airport; results of detailed investigations

The Commission on the Third London Airport has issued the first in its series of publications giving the results of the detailed investigations carried out during the research stage of its work. The complete series of publications will be issued by the end of January. The first study issued in a technical analysis of the airspace factors affecting the choice of the sight for the Third London Airport and was undertaken on behalf of the Commission by General Precision Systems Ltd.

Membership of committee to review The Queen's Award To Industry Scheme

The following have accepted invitations to serve under Lord McFadzean on the committee to review The Queen's Award to Industry Scheme; Sir William Armstrong, Sir Richard Clarke, Mr. W. Ernest Haynes, Lord Kings Norton, Mr. C. H. Kleinwort, Sir Arthur Norman, Sir Antony Part and Sir Peter Runge.

The Prime Minister announced in Parliament on November 27 that he was appointing a committee under the chairmanship of Lord McFadzean to review The Queen's Award To Industry Scheme.

The committee is to review the Scheme this winter, so that any changes which have been shown to be desirable as a result of the five years' experience of operation of the Scheme can be recommended to Her Majesty The Queen.

The membership of the committee is broadly similar to that which worked out the present Scheme in 1965.

Temporary export licensing control on potatoes

The Board of Trade announce a change in the Export Licensing Control. Effect is given to this change in the Export of Goods (Control) (Amendment Number 3) Order 1969, which will come into force on January 5 1970. The Order imposes Export Licensing Control on potatoes of all kinds and is being made to safeguard the supply of potatoes for human consumption to the home market this winter and spring. The Control will be removed by June 1 1970.

Export Licences will be issued for seed potatoes and their export permitted provided the relevant plant health certificates are produced to H.M. Customs and Excise. Export Licences for potatoes for human consumption will only be issued for normal exports to traditional markets.

European Communities: Rules of competition — Restrictive Trading Agreements and domination of markets

The Journal Officiel des Communautes Europèenes Number C159 dated December 12 1969 contains an announcement concerning an application for clearance of an agreement between several companies concerning the promotion of electrically welded steel tubes.

Interested third parties are invited to submit their observations within one month from December 12 1969. All details of this announcement may be obtained, if required, from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London S.W.1. (Tel: 01 222 7877 Extn 2354).

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A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Aircraft noise at Heathrow and Gatwick airports (Q)	22 Oct. 1969
Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	22 Oct. 1969
Balance of payments:	
Trends in invisible transactions (Q)	10 Dec. 1969
UK balance of payments (Q)	10 Dec. 1969
Bankruptcy orders (A)	12 Nov. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	17 Dec. 1969
Industry's investment intentions (3 times a year)	22 Oct. 1969
Manufacturing industry. Census of production (A)	20 Dec. 1968
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Board of Trade Departments, etc. Subjects	Last published
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Board of Trade regional organization	1 Oct. 1969
British and Commonwealth chambers of commerce and other British business organization overseas	10 Nov. 1969
British commercial representatives overseas	1 Oct. 1969
Customs notices of interest to exporters	26 Nov. 1969
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ECGD local offices	23 July 1969
Half-yearly index – Jan.-June 1969	30 July 1969
Official Receivers' offices	21 June 1969
Programme of trade promotions	5 Nov. 1969

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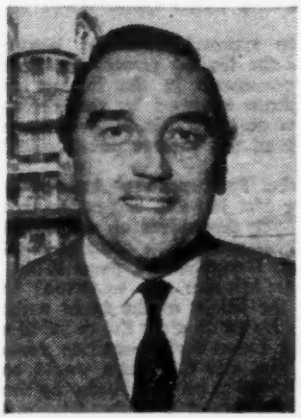
A New Year's message to British exporters from Mr. Roy Mason, President of the Board of Trade



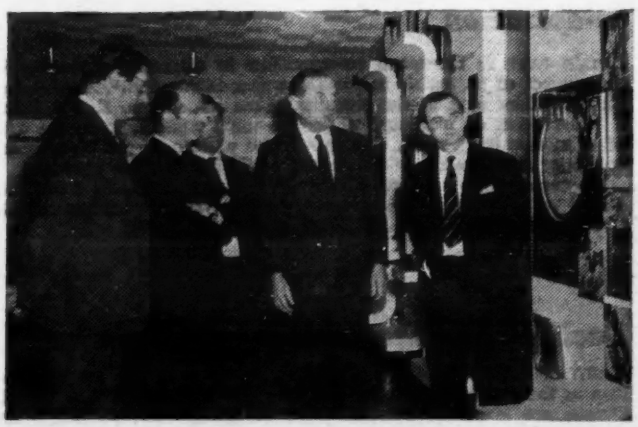
IN THE CLOSING MONTHS of 1969 our exports were running at a rate 46 per cent higher in value than in 1967. We have done particularly well in the highly competitive industrial markets; exports to the United States increased by 54 per cent, to EFTA by 50 per cent and to the EEC by 61 per cent. Furthermore we have achieved a record £436 million surplus on invisibles for the first nine months of 1969 (seasonally adjusted). I should like to congratulate all those who have helped achieve these successes. Of course, world trade has grown exceptionally rapidly in recent years; but, with the aid of devaluation, we have shared in this expansion much more fully than in previous periods when world trade has grown strongly. Next year the signs are that world trade will not expand quite so rapidly, but judging from what I have seen of British industry we now have the drive and resources to improve our performance further.

My job is to concentrate on the interests of exporters, and I intend to keep in close touch with them. I have already begun a programme of visits to British exporting firms, and during these I shall meet and talk to both workers and management, and learn from them at first hand about their successes in overseas markets and difficulties they have encountered. I am also making a number of visits overseas to meet exporters on the job. Since taking up office I have already visited Finland and Germany, and in the coming months I shall be going to South East Asia, Rumania, Canada and the United States as well as making several short visits to European countries.

In 1970 at the Board we shall improve even further our export promotion work both in the regions and at headquarters and we shall be introducing a new export intelligence service, tailor-made to the requirements of individual firms.

I am only too well aware that a lot of firms do not like being exhorted to export more. They think - and often rightly - that the people telling them know little about what is involved. This is an impression which I hope to dispel by my visits. But it remains true that the best opportunities for expansion remain in overseas markets. The second instalment of the Kennedy Round tariff cuts which go into effect on January 1 and our possible entry into the Common Market make this fact still clearer. Firms who have the resources to go into overseas markets should tackle thoroughly those in which they have the best chance, in their own interest and that of the country.

Members of the Mission from the Washington Metropolitan Area Transit Authority, who are currently on a visit here to study British developments and expertise in the field of rapid transport facilities, are pictured here with Mr. K. Taylor, Under Secretary, Overseas Projects Group, during their visit to the Board of Trade. From left to right: Mr. J. P. Yeldell, first vice-chairman; Mr. R. L. Wood, director of operations; Mr. L. Hefflin, projects manager; Mr. K. Taylor, Overseas Projects Group, Board of Trade, and Mr. F. A. Babson, chairman.



Senior Foreign and Commonwealth Office officials, all members of an advanced commercial training course organized by the F & CO Export Promotion Department, visited the Mullard Electronics Centre recently. Picture shows a group of the visitors with Dr. F. E. Jones, managing director, Mullard Ltd. (second from right). The visitors included the Consul (Commercial) for Chicago, United States (designate); First Secretary (Commercial), Head of Chancery and Consul, Asuncion, Paraguay; First Secretary (Commercial), (designate); and Second Secretary (Commercial), Decca, Pakistan (designate).

Businessmen asked to report export opportunities

MANY BRITISH businessmen received export inquiries for goods or services which are not of direct interest to their own organization but which could be useful opportunities for other British companies. Such inquiries may be received at their office or while they are travelling overseas and frequently the businessman has neither the time nor the opportunity to seek out appropriate British suppliers and pass on the inquiry.

Information about a new scheme for passing on such inquiries received by businessmen traveling overseas by BOAC or BEA was given in the *Board of Trade Journal* of July 9, 1969, page 81 and the *Export Service Bulletin* of July 7, 1969, page 27. In brief, the businessmen receive with their tickets a form on which they may record export inquiries received during their travels; the form is returned to the British National Export Council who forward it to Export Services Branch of the Board of Trade.

Businessmen travelling overseas by other means who receive export inquiries with which they cannot deal are asked to pass the information while they are overseas to the Commercial Department of any British Embassy, High Commission or Consulate or, on their return to Britain, to the Export Services Branch of the Board of Trade, 35 Old Bailey, London, E.C.4, or their nearest Board of Trade Regional Office. Future issues of the 'Hints to Business Men' booklets will include a page on which such inquiries may be recorded. Similarly, when an inquiry is received from overseas by businessmen at his office in Britain, this may also be passed to Export Services Branch or Board of Trade Regional Office.

All inquiries received by the Board of Trade will be followed up by Export Services Branch, who will publish them in the *Export Service Bulletin* or will contact individual British companies direct, seeking further advice on the nature of the inquiry and the inquirer, where appropriate, through the Commercial Diplomatic Service Officers overseas.

Businessmen are urged to make use of these facilities to supplement export opportunities already being reported on a day to day basis by overseas commercial officers and passed on to industry by the Board of Trade.

EFTA and European aircraft co-operation

EFTA'S PART in European co-operation in aircraft production is the subject of an article in the December issue of *EFTA Bulletin*. Other articles look at the pharmaceutical industry in EFTA from a Swiss point of view and at international trade fairs in the age of economic integration. Changes in the pattern of the Norwegian economy and Sweden in the setting of EFTA are also surveyed.

Copies of this issue of *EFTA Bulletin* are available from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext 2479, 2480).

Decimal wallsheets will help training

A SET OF wallsheets illustrating the new currency and its relationship to the old is now available from the Decimal Currency Board. Details are given in the Board's latest Newsletter, published on December 4. One sheet shows the six decimal coins and another the eleven decimal and £ s d coins which will be in circulation on D Day, indicating the relationship between the systems. Both are in black and orange. The other two, in black and white, show the official shoppers' conversion table (using the ½ p) and the banking and accounting, or whole new penny conversion table. Each sheet is 40 in. x 30 in. They are available in sets from the Board, price 10s., but the Newsletter points out that they are not 'posters' and should, therefore, be used only in training programmes and not displayed by themselves.

Minister meets deputation of MP's on Luton Airport traffic

MR. GORONWY ROBERTS, Minister of State, Board of Trade, met Members of Parliament representing constituencies in the neighbourhood of Luton Airport on December 17. Those present were: Mr. James Allason (Hemel Hempstead), Mr. Victor Goodhew (St. Albans), Mr. Will Howie (Luton), Mr. Gwilym Roberts (South Beds), Mrs. Shirley Williams (Hitchin) and Lord Balniel (Hertford); and the Chairman of the Luton Airport Consultative Committee, Major A. J. Hughes.

Efforts were made by Luton Airport to minimise noise disturbance were much appreciated by all present; for example: – setting up minimum noise routes to avoid the denser areas of population, restricting the number of night flights in the summer of 1970 and investigating the possibility of imposing noise limits for aircraft after take-off. However, the view was expressed that Luton must look upon the airport as a commercial proposition and was therefore out to attract traffic which would be to the at the meeting.

The Minister expressed his deep sympathy for the people affected by the noise. He indicated the limited powers available to the Board to control traffic movements in the interest of amenities at airports, other than those operated by the British Airports Authority. He undertook to do all within his powers to alleviate the position and took note of the various points raised at the meeting.

The Minister also referred to the Parliamentary Answer he had given that afternoon welcoming Mr. Howie's suggestion that airport owners should negotiate among themselves an agreement to limit the number of night jet flights under their control. (Text of reply in *Board of Trade Journal*, December 24, page 1716.)

At the request of Mr. Allason, the Minister also undertook to look into the possibility of raising the height of the flight paths over Tring and Wendover – though he made clear the difficulties in view of the necessity of keeping Luton traffic separate from other traffic for safety reasons. He also said that noise would be fully taken into account at the forthcoming public enquiry by the Ministry of Housing and Local Government into the proposed developments at Luton Airport.

ECGD backing £4.1 million paper mill contracts for South Africa

THE EXPORT Credits Guarantee Department has signed a Financial Guarantee covering a loan for the supply of British equipment for a new paper mill to be built by Mondi Valley Paper Co. Ltd., at Durban, South Africa. The mill will come into operation in May 1971, with two paper machines designed to produce 150,000 tons a year of newsprint, magazine paper and fine papers.

Two contracts, totalling £4.1 million, will be financed by the loan. The first, worth £3.75 million, is for the supply by Walmsleys (Bury) Ltd., of two paper machines and ancillary equipment. The second, worth £350,000, is for the manufacture by The Harland Engineering Co. Ltd. of the paper's machines' variable speed driver.

The loan, of £3.28 million, which is being made available by Lazard Brothers & Co. Ltd., acting on behalf of a syndicate of British banks comprising Barclays Bank Ltd., Clydesdale Bank Ltd., Lloyds Bank Ltd., Midland Bank Ltd., the Royal Bank of Scotland, Williams Deacon's Bank Ltd. and Westminster Bank Ltd., provides for a £3 million loan, repayable over nine years, for the Walmsleys (Bury) contract and for a £280,000 loan, repayable over 6¼ years, on the Harland Engineering contract.

The Mondi Valley Paper Co. Ltd. is owned by the Anglo-American Corporation of South Africa Ltd., Johannesburg Consolidated Investments Co. Ltd. and the Bowater Paper Corporation Ltd.

Purchase tax on glass cloths and polishing cloths: correction

A PRINTING error occured in the announcement made in the *Board of Trade Journal* of December 12 (page 1641) under the heading: 'Purchase Tax: five alterations to the schedule of chargeable goods.'

Under the sub-heading 'Bonded Fibre Fabric', glass cloths and polishing cloths were omitted from the last sentence of that section. The sentence should read: 'The same rate applies to domestic textile articles under Group 6, including tea cloths, glass cloths, polishing cloths, dusting cloths and dish cloths.'

Visit by British overseas commercial representatives

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country shortly, when they will be available for discussion.

		Available	In present post since
LAOS (Vientiane)	P. C. BARNES, Second Secretary (Commercial)	March	1967
SOUTH AFRICA (Johannesburg)	P. W. R. C. HALEY, MBE, Consul (Commercial)	March/April	1968

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices, together with the areas covered and the appropriate office for Northern Ireland, were listed at page 207 of the *Board of Trade Journal* of July 23, 1969). Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Room 469, 1 Victoria Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

Export of copper and copper alloy scrap and metallic residues

THE BOARD OF TRADE announce that the current Open General Licence permitting the export of certain types of copper and copper alloy scrap and metallic residues expired on December 30, 1969 and is being replaced by a new Open General Licence stating specifically that the contaminated nickel silver scrap which can be exported is restricted to cutlery or tableware contaminated by plating or solder and electrical contacts, springs or valves contaminated by solder.

Applications to export types of scrap and residues not on Open General Licence, including other types of nickel silver scrap, will continue to be considered individually.

Inquiries about this notice should be made to the Board of Trade, Export Licensing Branch, Broadway Buildings, 54 Broadway, London, S.W.1. Telephone 01-222 7877.

Newcastle-upon-Tyne firm to establish factory in Northern Ireland

AN 18,000 sq. ft. Government advance factory at present under construction at Newry, Co. Down, is to be leased to Metal Spinners (Newcastle) Ltd. for the manufacture of spun metal products. The factory will be ready early in 1970 and employment is expected to rise over a three-year period to 100, of whom 96 will be men.

Metal Spinners was established in 1955 and employs around 100 people at its Newcastle-upon-Tyne factory. Production is mainly for the industrial fan and storage tank industries. The company already undertakes work for a number of Northern Ireland firms and is convinced of the potential in Northern Ireland and the Republic of Ireland for the expansion of its business.

Mr. Roy Bradford, Ulster's Minister of Commerce, said that the Company's decision to go ahead, after postponing an application earlier in the year, demonstrated its confidence in Northern Ireland as a base for industrial expansion. This is the fourth industrial project to locate in Newry in less than two years, the others being Wright Industries Ltd. (carpet), Franklin Mills (warped nylon fabrics), and International Rectifiers (semi-conductors).

New textile company for Ayrshire

TWO YOUNG MEN have formed a new Scottish textile company to manufacture double jersey fabric at Girvan, Ayrshire. The project which involves a total capital investment of about £250,000, was conceived by Nissim and Elie Chilton, who have commissioned a 10,000 square foot factory for the new company on Grangestone Industrial Estate, Girvan. When it reaches full production it is expected that the company will employ 40-50 people.

Double jersey fabric is said to be one of the fastest growing sectors of the textile industry, and large proportion of the present output is exported. The £250,000 project includes the purchase of some of the most advanced knitting machines in the world.

Plastics firm expands in Northern Ireland

ULSTER PLASTICS LTD., whose premises in Belfast were damaged during civil disturbances earlier this year, have completed negotiations to purchase a 33,000sq. ft. Government factory at Bangor, Co. Down, to which they are transferring production almost immediately. Manufacture of an extensive range of injection moulded thermo-plastic and thermo-setting plastic products will be increased rapidly over the next two years and employment is to be raised from around 125 pepole to over 150, of whom 100 will be men.

In addition to its United Kingdom market the company exports to the United States, South America, Western European countries, Australia and New Zealand.

Consideration of mergers by the DEP

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, announced on December 16 that, on the information at present before her, it is not intended to refer the following proposed transactions to the Monopolies Commission under the provisions of the Monopolies and Mergers Act 1965:

1. Proposed acquisition of merger, Jensen and Nicholson Ltd. by Farbwerke Hoechst AG (through Hoest UK Ltd.) *or* the Sherwin-Williams Co. (U.S.A.).
2. Proposed acquisition of Halfords Ltd. by Burma Oil Ltd.
3. Proposed acquisition of Alexander Duckham Ltd. by the British Petrol Co. Ltd. (subject to certain assurance from BP).

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry.

THURSDAY, DECEMBER 18

Classification of companies

Asked how many limited companies had been re-registered as unlimited since the Companies Act 1967 came into operation; and if they could be classified according to the size of their nominal capital, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, answered: '2,666. Classification of these companies according to the size of their nominal capital would involve an undue expense of time and labour.'

Acquisition of Boeing aircraft

Answering a Member who asked whether a decision had been reached on the application from the British Overseas Airways Corporation for permission to acquire two Boeing 707-336B aircraft, Mr. Roy Mason, President of the Board of Trade, said: 'Yes. I have agreed that BOAC may acquire these two further aircraft at a total cost, including spares, of £8.8 million and to use their own funds to purchase official dollars for 20 per cent of the total. BOAC will arrange to borrow the remainder abroad.'

Air tour prices

Stating that some tour organizers were offering inclusive tour holidays at prices below the minima prescribed by the President in the tariff for next summer, a Member asked what action he proposed to take. The President said: 'Last July we announced substantial reductions in the control prices for inclusive tour holidays by air during the summer of 1970. Despite this a number of tour operators are offering holidays at prices below the prescribed minima and I agree that this can give them an unfair advantage. It is an offence for passengers to be carried by air at a charge below the tariff prescribed in the relevant air service licence. The Board of Trade have been drawing the attention of tour operators to this and will take the appropriate action if any offence is committed.'

Research on electricity from nuclear energy

The Minister of Technology was asked the amount of Government expenditure which had been devoted to research into the production of electricity by nuclear energy during the past ten years. Mr. Alan Williams, Joint Parliamentary Secretary, said that the UKAEA's expenditure on power reactor research and development over the last ten years had been in the region of £400 million (including depreciation and interest). This included the cost of prototypes.

FRIDAY, DECEMBER 19

Sinking of 'Marpessa' tanker

The President was asked whether, in view of the sinking of the 207,000 ton tanker, 'Marpessa' on her maiden voyage, he would institute research into the safety aspects of similar British vessels; and if he would seek to raise this question at the next meeting of the International Maritime Consultative Organization.

Mr. Roberts replied: 'The "Marpessa" was a Dutch registered oil tanker. I expect that in accordance with the International Convention on the Safety of Life at Sea 1960 the Dutch Government will be providing information on the results of their investigations to the Intergovernmental Maritime Consultative Organization. That organization, in which the United Kingdom plays a prominent part, is currently engaged on the formulation of international requirements for the construction and equipment of oil tankers. In this work account is taken of relevant information about casualties.'

Goods to be sold in metric quantities

Asked if he would use his powers under the Weights and Measures Act 1963 to allow goods to be sold in specified metric as well as imperial quantities, Mr. Roy Mason, President, said:

'es. The Board of Trade and the Metrication Board will be glad to discuss metrication programmes with manufacturers of such goods. Once the arrangements have been agreed, I shall be prepared to exercise my powers under the Act to enable them to be implemented. I hope that in the case of goods sold by weight agreement will generally be possible on a series of weights of 25, 50, 75, 125, 250, 375, 500, 750g, 1kg, 1.5kg, 2kg.'

Investment in distributive trades

In reply to a Question Mrs. Dunwoody gave figures for fixed investment in the distributive trades since 1960. (*Details in Hansard*).

Imports of military aircraft from USA

Replying to a Question, Mrs. Dunwoody gave the figures of the imports of military aircraft and missiles from the United States of America during the past five years. (*Details in Hansard*).

Increases in patent fees

The President was asked what was the yield of the new increases in patent fees as set out in Statutory Instrument No. 1706; and what percentage increase this represented on the previous yield for those fees.

Mrs. Dunwoody said that the fees set out in the Patents (Amendment No. 2) Rules 1969 (S.I. 1969 No. 1706) would, on current levels of business, yield an increase in the annual rate of revenue of £420,700. This represented 13 per cent over the annual rate of revenue that would have been yielded by those fees before the increases made by the Order mentioned above, or 12 per cent over the annual rate of revenue that would have been yielded by all patent fees. (*Answers to further Questions on the increases are given in Hansard*).

Organizations responsible to Board of Trade

The President gave the following list of bodies which are responsible to the Board of Trade or on behalf of which the Board exercise some direct or indirect sponsoring functions:

Census of Production Advisory Committee
Census of Distribution Advisory Committee (not in being at the moment but a new one is about to be set up)
Committee on Consumer Credit
Committee of Inquiry on Small Firms
Athlone Fellowship Management Committee
Committee to Examine British Patent System and Patent Law
Standing Advisory Committee on Patents
Trade Mark Liaison Group
Accountancy Advisory Committee
Regional Advisory Committees for Civil Aviation (six)
Commission on the Third London Airport
Standing Joint Committee on Private and Club Flying and Gliding
Civil Aviation Control Advisory Committee
Inquiry into Precision Approach Radar
Air Traffic Control Board
Cinematograph Films Council
National Film Finance Corporation
British Film Fund Agency
British Tourist Authority
English Tourist Board
Companies Acts Advisory Committee
British National Export Council (plus 12 Area Committees)
East European Trade Council
Sino-British Trade Council
Hovercraft Consultative Committee
Board of Trade Standing Advisory Committee on the Carriage of Dangerous Goods in Ships (packaged goods)
Board of Trade Special Working Group on the Carriage by Sea of Dangerous Chemicals in bulk
Committee on the Prevention of Pollution of the Sea by Oil
Working Group on Safety Appliances for Pleasure Yachts under 45ft. in length
Steering Committee on the Safety of Merchant Seamen
Committee of Inquiry into Shipping
The Consumer Council
Council of Industrial Design and the Scottish Committee of Industrial Design
Ships' Wireless Working Party
Maritime Radio Beacon Committee
Safety of Navigation Committee
Committee to Review the Search and Rescue Organization of the United Kingdom
Radio Aids Marine Navigation Application Committee
Lifesaving Committee
Committee on Inflatable Liferafts
Lifejacket Committee
Tanker Lifeboat Committee

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events well in advance – three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the Board of Trade Journal.

New Books

American Capital and Free Trade: Effects of Integration, by M. D. Steuer (56 pages. The Atlantic Trade Study, Trade Policy Research Centre, 6 Buckingham Street, London WC2. 7s.) In the growing controversy about the desirability or otherwise of the 'multinational' company, that is the global company, with headquarters in one country and numerous subsidiaries and associates in other countries, the author who is engaged on a research project on foreign investment for the Board of Trade, stresses the advantages of a multilateral free trade association with the North Atlantic countries. He believes that Britain would profit not only initially, through the inflow of capital but also in subsequent years as a result of the many ways in which inward investment would affect the economy. Not only bilateral purchases and sales, fees and royalties, and repatriated profits but also exports to third countries and import substitution are believed to be favourable to the host country's balance of payments. Above all, the author believes that the beneficial effects on the domestic level of income and consumption should be taken into account. He also examines whether and how the inflow of foreign capital affects Britain's economic autonomy and influences the state of technology, competition, industrial relations, and regional policy, and optimistically believes that the undesirable results could be regulated by controls. An early warning system based on a constant strict scrutiny of the foreign investment position is considered essential. Repeatedly, the speculative nature of the opinions expressed and the considerable uncertainty 'at every stage' is emphasized.

Government and the Exporter: a Study of the Effectiveness of Official Export Services and Incentives in West Germany and the United Kingdom. (49 pages. Export Research Group, Export House, 14 Hallam Street, London W1. 25s.) The Export Research Group is an independent body, formed in 1965, whose aim is to help correct the country's balance of payments deficit by creating a new understanding of export problems, and offering possible solutions through original research. In the introduction to this pamphlet, published in association with the Institute of Export, the group points out that the needs of exporters for the incentives and services provided by the United Kingdom Government have never been fully investigated, although the views of exporters on their usefulness have been canvassed on several occasions (a list of relevant publications is given in Appendix IV of the report). Their effect too on export success is difficult to separate from such other factors as competitiveness and price. One way of studying this issue would be to look at the experience of other countries and the group decided to investigate the use by West German exporters of government-supported export services. This study, therefore, contains details of a survey conducted in 80 selected West German companies, which were together responsible for 5½ per cent of West Germany's exports. A similar survey in this country was not carried out due to the lack of finance, and any comparisons made are thus based on whatever material was available from other sources. The main chapters of the report cover the scope and method of the survey, West German export incentives and services and their use by exporting firms (further detailed information can be obtained on application to the Export Research Group), British exporters' views of the United Kingdom Government's incentives and services, and the report's conclusions. The major conclusion was that the Government would do well to turn its efforts away from the assisting and promotional services it now offers towards financial aid and incentives.

Cranes to the Federal Republic of Germany. *Technical Digest No.* 1501. November 1969. (12 pages); **Cranes to the Netherlands.** *Technical Digest No.* 1502. September 1969. (9 pages); **Cranes to Sweden.** *Technical Digest No.* 1505. September 1969. (7 pages). The British Standards Institution's *Digest of Technical Information for Manufacturers Exporting* were noted on this page earlier in the year (*Board of Trade Journal*, February 28, 1969, page 613). The promised series on gas equipment has been started and four countries (the Netherlands, Denmark, Sweden and Switzerland) have been dealt with. Now another new series has been launched with a view to assisting manufacturers of cranes to meet the technical requirements of overseas countries. The contents follow the pattern of the other series, with sections on statutory regulations, technical requirements, equipment approval and acceptance, and notes on the practices in the country concerned. The series on cranes is available from the British Standards Institution, THE Section, Maylands Avenue, Hemel Hempstead, Hertfordshire upon payment of £10. This sum covers the cost of the whole series which will include the countries of Western Europe and South Africa.

Two trade mission reports have recently been published. **Report of Trade Mission to Denmark, Sweden and Finland, 5th-17th October, 1969.** (8 pages. British Hosiery and Knitwear Export Group, 29 Sackville Street, London W1. 2s. 6d.) This is the first of a new type of selling mission organized by the group. The mission found that there is room for expansion of British knitwear export to these countries in spite of competition from the Far East. The report lists some of the types of knitted goods in great demand in the countries visited. **Report on the Liverpool Trade Mission to Australia, 4th-31st October, 1969.** (23 pages. Available free from Merseyside Chamber of Commerce and Industry, Old Hall Street, Liverpool L3 9HG.) The aim of this mission, organized in conjunction with the BNEC, was to increase the sale of various products and services of the participating firms. The report surveys briefly the Australian economy and examines those factors which affect British export such as competition, tariffs and problems of distribution. It suggests that in order to increase exports manufacturers should aim at prompt delivery of goods, undertake follow up missions and be in constant touch with the British commercial representatives in Australia.

Business Administration: An Introductory Study, by Owen S. Hiner. (300 pages. Longmans. £2 5s.) This study of modern business enterprise, by a Senior Lecturer in Economics at the University of Hull, provides a textbook for use with courses designed to give pre-experience training in business and management. *Business Administration* presents the background information necessary for an understanding of the organizational framework and operational processes of a company. It may be regarded as an introduction to the more specialized treatment of the many separate aspects of business administration. The author's emphasis on the developments of organization theory and his constant reference to compatible and conflicting theories will enable the reader to evaluate for himself the current opinions on how administrative problems should be tackled. Throughout the book the limited liability joint-stock company has been taken as the model for analysis. One of the author's principal arguments is that if it is to be adequately understood as a whole, every aspect of the company's organization must be thoroughly considered and appreciated. As a result of this essentially multi-disciplinary approach to business administration, the analysis ranges over all the major internal factors, at all levels from direction to foreman supervision, which influence the efficiency of a large or medium-sized concern; while the author also indicates wherever his information is relevant to smaller companies. The reader is introduced at the start to the legal, economic, organizational, psychological, sociological and technological aspects of the modern company, and constant attention is given to them throughout the rest of the book. The analysis also makes use of the open system theory and demonstrates its importance to an understanding of the firm. An important feature of the book is the attention given to the relationship between the different patterns of formal business organization and employee's behaviour and to the problems met in designing an organizational system that will enable a company both to achieve maximum economic efficiency and to operate in a socially satisfactory way.

Aycliffe to Cumbernauld: a Study of Seven New Towns in Their Regions, by Ray Thomas. *PEP Broadsheet* 516. (101 pages. Research Publications, 11 Nelson Road, Greenwich, London SE10. 20s.) This publication is intended to complement the author's earlier broadsheet, *London's New Towns*. Its main object is specific; as the subtitle suggests, it is to look at seven older new towns outside the London area from the standpoint of regional planning. The object of the London new towns was easily defined and simply stated: it was to provide for decentralized population from the congested areas of Greater London in towns that would be largely self-contained and balanced in their social and economic make-up. In the case of the provincial new towns designated between 1946 and 1956, no such single generalization is possible. All, in various ways, were supposed to meet more or less urgent problems of regional planning. But the regions, and their problems, varied greatly. Nevertheless, there are similarities. Six of the seven towns were established in places which were then, and are now, close to or part of development areas: Cwmbran in South Wales, Aycliffe and Peterlee in the North East, East Kilbride and Cumbernauld and Glenrothes in central Scotland. Only one, Corby, was in a region with no specific problem of declining basic industry. These similarities are the subject matter of the first three chapters of the broadsheet, in which the author focuses attention on the features of growth which are common to all or most of the seven new towns. The author concentrates on employment and housing as the main factors of growth. *Aycliffe to Cumbernauld* also contains individual case studies on each of the seven new towns. The main conclusions reached are that the seven new towns have in themselves been successful in spite of the many difficulties and setbacks, and that their most outstanding achievement has been their contribution to industrial growth.

Nevertheless, the achievements of these new towns are only a qualified success. They are a triumph for town planning rather than regional planning.

Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
January 6-8	**Road making equipment, commercial and private vehicles.**	**Ordnance Storage and Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)**

Excavators and angledozers; Caterpillar 'D7' tractors (with winch); hydraulic tippers; dropside trucks; Coles, Neales, AEC and Taylor 'Jumbo' mobile cranes; dumpers; Leyland 'Hippo' trucks (diesel); AEC 'Matador' tractors and vans (with electric generators); workshop vans; water tank trailers; two-wheeled refueller trailers (1,000 gallons); Thames fire tender complete with fire pump, ladders, hoses, etc.; Bedford fire trailers; Scammell trailers and tractors; Land Rover GPs, pick-ups and station wagons; Vanden Plas Princess and Humber 'New Hawk' limousines; Morris Minor 1000s, Mini Minors, commercial, utility and Mini vans, Mini buses and commercial ambulances; Hillman 'Huskys'; Ford Zephyr, Anglia, Popular and Cortina saloons and estates; Commer light bus (10-seater) and utility vans; Austin vans and ambulances; Standard 'Ensign' saloons and estates; Vauxhall Viva and Victor saloons; Aston Martin 3·7 litre saloon; Bedford Utilecons, vans, trucks, tractors and coaches; Thames coaches, vans and ambulances; BSA, Triumph and Matchless motor cycles; Douglas 'Vespa' scooters.

January 13-15	**Technical and miscellaneous stores, vehicles**	**Regional Depot, RAOC, Hereford**	**Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 0432-4366.)**

Austin and Thames vans; Land Rovers; Morris Minibuses; motor cycles; Brockhouse trailers; fork lift trucks; pallet transport trucks; machine tools including drills; circular saws;, grinders, etc.; welding outfits; delivery hose; diesel and petrol engines; fuel dispensing tanks; friction plates; pick axes and small tools; acks; generators; charging sets; tyres; mine detectors; aircraft fuel pumps; electric lamps and bulbs; tape recorders; rectifiers; electric motors; many tons of metal shelving; metal tent pins; wooden boxes; dial sights; binoculars; theodolites; linen and steel tapes; watches; fold flat chairs; wardrobes; dining and other chairs; carpets; battledress trousers; greatcoats; blue/grey raincoats; ground sheets; vests; kitbags; hand towels and other clothing; ankle boots; white and coloured blankets; scrap canvas; rags; webbing; aircraft, wireless, MT signal and electrical equipment and spares; also a large collection of miscellaneous stores.

January 21	**Miscellaneous stores**	**TA & VR Centre, Meadowforth Road, Stirling.**	**Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. 041-554-2447.)**

Industrial, electrical, electronic, garage and engineering plant; aircraft spares, equipment and tyres; motor vehicle spares; machine tools; hand tools; canvas sheeting and tentage; webbing; scrap rubber, canvas and rags; kitchen utensils and cutlery; miscellaneous office and household furniture; clothing and textiles; large assortment of miscellaneous general stores.

January 27-29	**Miscellaneous stores**	**The Lido Hall, Worthy Lane, Winchester**	**Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211.)**

Plant and equipment; aircraft spares; electrical spares for turbo and diesel generators; 22 kW generating sets (engine driven); six-ton motorized smooth drum roller; concrete mixers; metal and wooden boxes; MT and wireless batteries; MT spares; electrical equipment; seamen's blue serge jumpers and trousers; woollen and cotton trunks; black leather shoes; ankle boots; blue gabardine raincoats; white overalls; overcoats; machine tools including SS and SC lathes; horizontal and universal millers; planing, grinding and buffing, boring and honing machines; woodworking machines; power hacksaw; internal cylinder and thread grinding machines, etc.; wooden and metal filing cabinets and cupboards; miscellaneous textiles and other general stores.

SALE BY TENDER

MACHINE TOOLS

Single-spindle bench drills; plane, internal, universal, surface and tool and cutter grinders; honer and lapper; capstan, turret and centre lathes; horizontal vertical and universal millers; engraver; thread rolling, sawing, shaping, slotting, welding, woodworking and risling machines, etc. Located at Ordnance Storage and Disposals Depot, Branston, Burton-on-Trent, Staffs. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (4b II) (A), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. January 29, 1970.

Catalogues of the above sales available from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1970	Description of Goods	Location	Auctioneers
January 6	**Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.**	**Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.**	**Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)**

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

Government Publications

required by customers in the West of England may be obtained quickly from

Her Majesty's Stationery Office, 50 Fairfax Street, Bristol, BS1 3DE

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corporate miniliner of the 70's
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For fuller details of these schemes and of other business aircraft facilities offered by Eagle Aircraft Services, contact:
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The new Duke Model 60 "flying boardroom"—now available on the British Register—can take you swiftly, conveniently, confidently, by day or by night, into airfields that you can't buy airline tickets to. Fly into the 1970's with the fastest, higher-flying pressurised twin in its class, with all the benefits of full airline comfort and instrumentation. Join the progressive companies now changing, each year, to corporate aircraft ownership.
(PS. The tax concessions—like the Duke—are handsome. So's the saving in executive time. And we can arrange equally attractive finance, plus pilotage, servicing and full consultancy. Now's the time to talk about it—without obligation!)

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a* 161*-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel.* 01-222 7877, *Ext.* 2479/2480).

REDUNDANT PLANT WANTED:
Machine tools, sheet metal machinery, foundry and forging plant, cranes and lifting equipment, electric motors, transformers, switchgear etc.
Specialists in difficult dismantling operations.
Prompt inspection and settlement.
C. M. HARTSHORNE & CO. LTD.,
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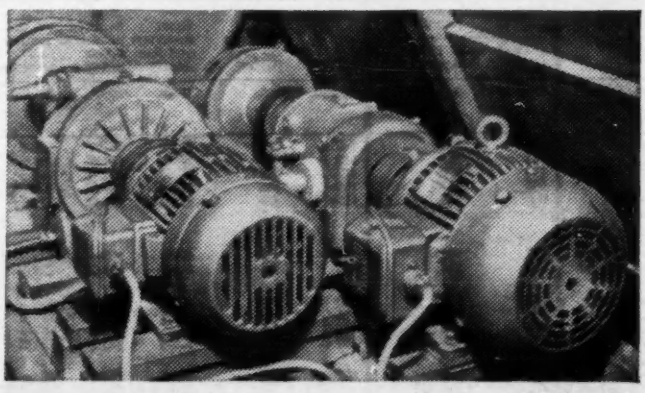
BROOK ELECTRIC MOTORS



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Write for specifications.

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69/A

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

Symbols used in all statistical tables are:
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,826	1963	1963 21 757	1963 20,125	1963 20.125	1966 11.372	1963 4,916	1963 1.055	1963 1,020	1963 944	1963 1.752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113	122	120	107	100	124	128	113	128	125	241	147	19	6
1967	112	114	126	126	110	101	133	124	121	138	143	169	-39	10	11
1968	115	120	135	134	112	104	138	128	134	146	143	160	-47	75	95
1967															
3rd quarter	112	114	129	127	111	102	134	122	120	142	146	-33	-25	-10	-21
4th quarter	112	116	129	129	112	104	132	120	118	139	147	76	-30	22	2
1968															
1st quarter	115	118	133	134	114	105	137	120	130	146	147	-74	-100	5	49
2nd quarter	113	119	133	131	109	102	135	120	125	149	144	61	24	22	1
3rd quarter	115	120	135	135	112	103	137	128	133	145	139	40	7	10	5
4th quarter	118	122	138	138	113	104	144	144	146	144	141	133	23	38	40
1969															
1st quarter	115	122	141	138	111	102	131	121	128	137	136	117	120	-11	13
2nd quarter	114	124	140	141	112	104	131	134	135	128	129	22	32	- 8	- 3
3rd quarter		123				103		139 p	140 p				-38 p	-17 p	-1
1969 June		124				104									
July		124				102									
August		123				105									
September		122				103									
October		121 p				103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,211	series in £ million
1964	119	124	107·0	3·3	103·9	101·9	148·6	361	221	24,567	114	105	-381
1965	123	121	112·1	4·8	106·8	104·6	157·9	309	265	24,784	115	112	- 50
1966	118	105	116·5	3·9	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	108	114	119·4	3·5	108·4	108·2	175·3	515	175	24,475	129	119	-283
1968	108	129	125·0	4·7	120·5	112·4	187·3	543	189	24,319	159	147	-265
1969								535 p	200 p				
1967													
3rd quarter	112	105	119·0	1·7	107·1	108·4	177·3	555	163	24,502	125	120	18
4th quarter	108	114	120·4	2·1	114·5	109·2	179·7	538	182	24,395	137	109	-255
1968													
1st quarter	107	117	122·1	3·0	122·9	111·4	184·8	511	184	24,362	156	142	- 91
2nd quarter	104	125	125·0	4·5	119·5	112·5	185·8	550	180	24,313	155	139	-101
3rd quarter	104	129	125·7	5·6	119·3	112·8	187·7	580	182	24,293	161	151	- 7
4th quarter	107	129	127·2	5·6	120·4	113·1	191·0	533	210	24.309	163	155	- 66
1969													
1st quarter	111	133	129·7	6·2	122·3	114·1	194·6	499	206	24,324	162	154	26
2nd quarter	119	131	131·8	5·4	124·2	115·1	195·4	527	195		168	162	65
3rd quarter	115 p	131 p	132·0	5·0	126·1	116·5	197·4 r	581	192		167	173	141
4th quarter								545 p	207 p				
1969													
May	119	132 r	131·5	5·3	123·9	115·1	195·4	518	196		166	162	
June	119	131	132·1	5·3	124·9	115·4	195·7	543	191		173	170	
July	116 p	132 p	132·1	5·3	124·8	116·0	196·6	577	186		170	163	
August	114 p	132 p	131·8	4·9	127·0	116·4	197·1	585	192		165	180	
September	115 p	131 p	132·2	5·1	126·4	117·0	198·5 r	580	199		166	176	
October		129 p	133·2	5·4	125·9 p	117·3 p	198·7 r	555	202		169	176	
November					127·2 p	117·4 p	199·1	536	206		167 p	177 p	
December								545 p	214 p				

† Not seasonally adjusted.

Index of industrial production for October

THE PROVISIONAL index of production for October 1969, prepared by the Central Statistical Office, is 121 (seasonally adjusted). For manufacturing industry alone the figure is 124.

For the three months August to October 1969, it is provisionally estimated that production as a whole was 1.6 per cent lower than in the preceding three months, May to July 1969; for manufacturing industries alone the decrease was 1.0 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months.

seasonally adjusted — 1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco			Coal and petroleum products	Chemicals and allied industries	Engineering and allied industries						
				Total	Food	Drink and tobacco			Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1964	108·3 r	100	108·7 r	102	100	106	109	110	109	109	108	109 r	97	108	114
1965	111·7 r	96	112·4 r	105	103	109	115	117	113	115	120	109 r	95	114	117
1966	113·2	90	114·2	109	107	112	122	123	116	123	122	121 r	93	112	110
1967	113·9 r	89	114·2 r	111	108	115	116	130	116 r	123	123	129 r	90	106	105
1968	119·8 r	85	121·2	115	112 r	122	126	140	122	126	135	137	87	117	113
1967 3rd quarter	114	88	114	112	109	116	109	131	115	122 r	126	130 r	90	102	106
4th quarter	116	88	117 r	111	109	115	116	134	118 r	122	127	132 r	87	111	109
1968 1st quarter	118	87	118	114	111	120	116	136	119 r	123 r	135	135 r	87	110	111
2nd quarter	119	85	120 r	112	109	118	126	138	121 r	125 r	132	140 r	88	112	114
3rd quarter	120	84	122	117 r	113 r	124	133	141	124 r	126	137	138 r	87	121	114
4th quarter	122	84	124	117	113	124	131	145	126 r	129 r	135	137 r	85	124	115
1969 1st quarter	122	81	124	115	114	117	140	143	125	129	136	144	85	113	121
2nd quarter	124 r	80	126	118	114	125 r	136	148	129	138	136	142	86	120	120
3rd quarter	123 r	80	126 r	117	112 r	128 r	139	151 r	130 r	142	137	141	85	122 r	117 r
1969 May	123	79	126	118	114	126	133	148	128	137	138	140	86	121	120
June	124	81	126	116 r	113	122 r	135	145	130	140	137	143	86	123 r	119
July	124	81 r	127	117 r	114	124 r	137	153	131	144 r	135 r	136 r	85	126 r	119 r
Aug.	123 r	80 r	126 r	120 r	114 r	133 r	143	155	126 r	136 r	141 r	138	85	119 r	113 r
Sept.	122 r	80 r	125 r	115	108 r	127	137	146 r	133 r	145	136	149	85	122 r	119 r
Oct. p	121	69	124	118	113	129	140	156	123				86	113	115
May-July (av.)	124	80	126	117	113	124	135	149	130	138†	136†	142†	85	123	119
Aug.-Oct. (av.) p	122	76	125	118	112	130	139	152	127	142†	137†	141†	85	118	116

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Brick, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass				
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1964	113	114	111	105	106	103	104	115	119	109	114	109	112	111	105
1965	118	120	113	108	108	104	107	117	121	110	113	111	117	114	112
1966	111	112	108	107	108	102	106	116	118	112	110	114	120	115	117
1967	105	105	104	103	105	90	101	120	124	112	111	114	123	119 r	121
1968	111	111	108	113	119	93	104	127	130	122	118 r	118	135	122	128
1967 3rd quarter	103	102	106	102	104	90	102	121	126	113	114	115	124	121	119
4th quarter	106	106	105	107	110	90	102	122	128	111 r	115	119	128	120	125
1968 1st quarter	106	107	104	110	115 r	91	104	126	130	119	122 r	118	130	121	130
2nd quarter	109	110	108	112	118	94	103	127	130	122	115 r	117	133	123	125
3rd quarter	112	112	110	114	121 r	94	104	126	129	120	119 r	118	137	122	128
4th quarter	115	115	112	116	123	95	104	130	132	127	119 r	120	140 r	123	129
1969 1st quarter	114	115	112	115	122	97	104	128	126	132	113	122	135	116	142
2nd quarter	117	118	115	118	126	95	103	130	129	131	106	122	142	122	132
3rd quarter	111 r	112 r	108	115	122	94	104	127 r	128 r	126 r	111 r	123	146	118	131
1969 May	119	121	116	117 r	126	93	101	130	129	132 r	107	120	142		129
June	119	121	114	119	127	99	107	129	129	128 r	106	125	141		135
July	113 r	112 r	113 r	113	120	95	101	130 r	133 r	125 r	109 r	125	146		132
Aug.	111 r	110 r	114 r	116	121 r	98	108	126 r	128 r	122 r	113 r	125 r	148		128
Sept.	110 r	114 r	96	116	125	90	103	126 r	122 r	132	111 r	121 r	144		132
Oct. p	110	113		115	123		104	129	129	128	113	121			129
May-July (av.)	117	118	114†	116	124	95†	103	130	130	128	107	123	142†		132
Aug.-Oct. (av.) p	110	112	103†	116	123	94†	105	127	127	127	112	122	146†		130

† Latest available 3 months (July-September) and previous 3 months (April-June).

Provisional Results of the Census of Production for 1968

Introduction

THIS ARTICLE presents preliminary estimates of the principal results of the Census of Production for 1968, together with data obtained from the last detailed Census of Production, for 1963. The estimates for 1968 are based upon the returns received at the Business Statistics Office up to November 1969, when figures had been received from firms representing approximately three-quarters of employment in the industries covered by the census. The information in the table throws light on the contributions to the national product made by different industries and the changes of these contributions between 1963 and 1968. The percentage response for each industry is shown in the final column of the table.

Full results, including details of sales and purchases of commodities and size analyses will appear in about 150 separate Reports for individual industries, which it is expected will be published during 1971 and 1972, when all the returns will have been received and processed for publication.

As far as possible, estimates are given for each industry which will be the subject of a separate report, For some industries, however, the data available was not sufficiently reliable for estimates for the industry to be made and in these cases industries have been grouped together.

This article gives guidance on the use of the provisional data in the table. A further article will be published in the *Board of Trade Journal* during January, 1970, analysing the provisional data to highlight the more significant changes in the pattern of industry between 1963 and 1968.

Classification

The industries identified in the census are based upon the Standard Industrial Classification, Revised 1968 (SIC). The 1963 data were originally collected and published on an earlier classification – the SIC, Consolidated Edition 1963 (incorporating amendment 1) – but they have been reclassified in the accompanying table in accordance with the 1968 SIC.

Coverage

The census covered all establishments in Great Britain engaged in manufacturing, mining and quarrying, construction, electricity, gas and water supply (Orders II-XXI of the SIC). The Ministry of Commerce, Northern Ireland, have provided information for all industries (with the exception of mining and quarrying) and this has been incorporated in the table which to this extent relates to the United Kingdom.

A full census return was required from establishments employing 25 or more persons on average during the census year. Generally, establishments employing fewer than 25 persons were only asked to provide figures of employment and a description of the business being undertaken. However, in those industries where small firms contribute significantly to the industry aggregates, information similar to that required from larger establishments was collected, except that no commodity analysis of purchases was required.

Scope

The 1968 census included questions on the following topics:

- Employment
- Wages and salaries
- Stocks and capital expenditure
- Amounts payable for work given out
- Amounts payable to other organizations for repairs and maintenance
- Amounts payable to other organizations for transport
- Amounts payable to other organizations for the hire of plant and machinery
- Amounts payable for expenditure on rates and on postage, telephones, telegrams, cables and telex
- The cost of operating road goods vehicles
- Details of the value and quantity of commodities bought and sold and the value of work done
- The value of sales to the general public.

All these questions, except the last (which was included in the 1961 census) were also asked in the 1963 census. Details of National Insurance and Superannuation contributions and of pensions paid were not required in the 1968 census as they were in 1963. The final Report of the Census of Production for 1968 will include the results for all these questions.

A question was included seeking permission to publish the names and addresses of establishments contributing to the census. At the present time, some 20 per cent of respondents have withheld permissions and consideration is being given to what information about names and addresses of contributors can be made available when the final Report is published. Meanwhile information of this nature is not available.

(Continued on next page)

Problems of Progress in Industry

new research into the social, economic and technical problems of industrial progress. A series of booklets whose aim is to present briefly and simply the results of

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Prices in brackets include postage

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HMSO

Estimates for non-response and small firms

The industry totals include estimates for non-response (which can be derived from the final column of the table) and for small establishments from which only employment data was obtained – the latter accounted for 4·6 per cent of total employment in manufacturing industries in 1963. The response rates shown in the last column of the table themselves reflect a degree of estimation, both because employment of non-responders has to be estimated and because the revision of the SIC has caused a degree of uncertainty in classifying non-responders and some small establishments to appropriate industries.

The census forms were first sent out in January 1969, and reminders were sent to firms which had not responded in May, July, August and September. For some industries response is now complete (though the figures in the tables are in all cases provisional and may be amended) but in a number of industries firms which have not yet returned the census questionnaires account for one half and more of employment in the industry.

Comparison between 1963 and 1968

Considerable effort has been made for 1968 to obtain returns closely related to separate industry activities. As a consequence, in some cases, the 1968 returns relate to smaller units and the percentage changes in some industries between 1963 and 1968 reflect to some degree these changes in the reporting units. The revision of the SIC has further affected comparability between the figures for 1968 and 1963. In some cases the industry classification used in the 1968 census is finer than in 1963 and problems arise in classifying 1963 returns to the smaller new industries. Moreover, it has been difficult to reclassify some small establishments (which provided only employment figures for 1963) and establishments making unsatisfactory returns. The work on reclassifying the 1963 data has not yet been fully completed but it is not expected that there will be any significant amendments and the 1963 data are more 'final' than the 1968 results.

Final report

The final report of the Census of Production for 1968 will be published in approximately 159 separate parts. There will be some 154 parts each relating to a particular industry, three parts containing summary tables, a set of introductory notes and an index of products.

The main tables in each industry report will contain summaries for the United Kingdom as a whole, detailed analyses of sales and purchases and an analysis of selected indicators by size of establishment. The summary tables will present the information in a manner aimed at aiding inter-industry comparisons. These tables will also contain analyses by area and by enterprise.

Definitions

Employment relates to the number of persons employed on average during the year. Separate figures were collected for operatives; administrative, technical and clerical employees; and working proprietors (where appropriate).

Sales include goods made by the business covered by the return, those made for it by outworkers or by other establishments from materials given out to them (sometimes described as goods made on commission) and waste products sold. Any machinery or other capital items produced for use in the business covered by the return are also included. Where goods produced in one department were transferred to another department of the same firm not covered by the return, the transfers were treated as sales and valued as if sold to an independent purchaser. The value of any goods sold without being subjected to any manufacturing process (merchanted and factored) and canteen takings were included for 1963 and 1968, unless there were separate records for these activities in which case they were excluded from every section of the return.

Purchases include the cost of materials and components bought for use in production; fuel and electricity for all purposes; packaging materials; workshop materials, office materials and materials for repair to firms' own buildings, plant and vehicles when carried out by their own workpeople included in the return; consumable tools; and parts of machinery purchased during the year as replacements. Water charges are also included. Purchases transferred from another department of the same business which is excluded from the return are valued as if purchased from an independent supplier. Purchases of merchanted or factored goods are also included, as appropriate.

Gross output of an industry is the aggregate value of goods made and other work done during the year by the establishments classified to the industry. It is derived by subtracting from the value of sales and work done the value of goods on hand for sale and work-in-progress at the beginning of the year and adding the value at the end of the year.

Net output of an industry represents the value added to materials by the process of production and includes the gross margin on any merchanted or factored goods sold. It constitutes the fund from which wages, salaries, insurance, pensions, rents, rates and taxes, advertising and other selling expenses, and all other similar charges have to be met, as well as depreciation and profits. Net output is obtained by deducting from gross output, the cost of purchases (adjusted for changes in the stocks of materials, stores and fuel), payment for work given out to other firms and payments for transport. Where appropriate, adjustments are also made to take account of duty payments, drawback allowances, milk subsidies and similar allowances.

Year of return: establishments were required to make returns in respect of the calendar year 1968 but if this was not their year of account, returns were accepted for any business year ending between April 6, 1968 and April 5, 1969. This partly explains why census data may not always agree closely with statistics obtained from other sources.

Inquiries about the Census of Production for 1968 should be made to the Business Statistics Office, Lime Grove, Ruislip, Middlesex, HA 4 8RS (Tel. 01-866 8771, Ext. 200).

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1969, but any later changes known to have come into operation are shown. 37*s.* 6*d.* (*by post* 39*s.*)

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

All establishments in the United Kingdom

Standard Industrial Classification minimum list heading (a)	Industry and year		Average number employed (b)			Wages and salaries		Sales	
			Total including working proprietors	Operatives	Other employees	Operatives	Other employees	Goods produced and work done (c)	Merchanted goods and canteen takings
			Thous.	Thous.	Thous.	£ mn.	£ mn.	£ mn.	£ mn.
Orders III-XIX	ALL MANUFACTURING INDUSTRIES	1963	7,951·7	6,049·2	1,864·8	4,010·7	1,730·1	25,543·2	2,161·6
		1968	8,077·3	5,999·0	2,041·4	5,504·0	2,552·6	36,892·9	2,610·8
Order III	Food, drink and tobacco	1963	765·9	605·6	159·4	358·4	144·1	4,660·9	679·2
		1968	805·6	633·1	171·1	524·0	207·6	6,754·3	942·8
211	Grain milling	1963	29·4	21·0	8·4	15·8	8·1	282·7	27·8
		1968	25·5	18·2	7·2	19·0	9·6	345·6	38·8
212	Bread and flour confectionery	1963	160·2	143·5	16·4	81·9	12·3	327·4	53·7
		1968	155·0	136·9	18·0	107·2	17·1	418·3	57·4
213	Biscuits	1963	46·3	36·5	9·8	16·7	7·8	125·7	9·5
		1968	50·3	40·0	10·3	24·5	11·1	166·1	16·1
214	Bacon curing, meat and fish products	1963	74·6	59·9	14·5	33·1	12·0	270·0	69·2
		1968	88·8	71·3	17·3	54·0	19·5	465·2	66·3
215	Milk and milk products	1963	27·1	20·4	6·7	12·6	5·6	179·1	79·1
		1968	67·0	56·4	10·5	54·3	11·5	606·0	97·8
216	Sugar	1963	15·9	12·8	3·1	10·6	3·8	223·2	3·2
		1968	14·4	11·2	3·2	11·6	5·1	220·5	7·4
217	Cocoa, chocolate and sugar confectionery	1963	91·6	74·3	17·1	37·6	15·2	254·6	12·1
		1968	82·2	64·6	17·5	46·9	22·0	331·8	19·0
218	Fruit and vegetable products	1963	65·4	50·3	15·0	25·6	13·1	240·0	19·9
		1968	62·0	47·8	14·2	33·8	17·4	348·0	19·2
219	Animal and poultry foods	1963	36·3	24·1	12·2	18·8	11·7	378·3	87·8
		1968	31·5	20·7	10·8	22·1	14·5	474·7	103·8
221	Vegetable and animals oils and fats	1963	10·0	7·3	2·7	5·7	2·7	127·0	11·7
		1968	7·9	5·8	2·1	5·9	2·7	122·0	6·5
229 (1)	Margarine	1963	4·2	3·3	0·9	2·4	0·9	53·5	0·9
		1968	4·6	3·6	1·1	3·6	1·7	50·7	1·9
229 (2)	Starch and miscellaneous foods	1963	21·5	15·6	5·9	9·2	5·6	116·1	9·4
		1968	32·0	22·5	9·5	18·5	11·8	380·2	25·6
231	Brewing and malting	1963	86·8	64·5	22·4	45·7	21·7	523·0	200·5 (d)
		1968	86·9	61·9	24·9	62·4	31·2	735·4	380·6 (d)
232	Soft drinks	1963	31·9	22·0	9·8	12·2	8·5	82·2	27·7 (d)
		1968	31·9	24·1	7·4	19·1	9·1	127·1	24·0 (d)
239 (1)	Spirit distilling and compounding	1963	16·9	13·2	3·7	8·3	3·9	283·6	9·1 (d)
		1968	19·6	15·1	4·4	13·2	5·9	502·6	6·3 (d)
239 (2)	British wines, cider and perry	1963	4·6	3·1	1·4	1·9	1·3	21·9	1·6 (d)
		1968	4·8	3·3	1·4	2·7	1·8	36·6	1·4 (d)
240	Tobacco	1963	43·3	33·7	9·6	20·4	9·9	1,172·4	55·9
		1968	41·2	29·9	11·2	25·2	15·6	1,423·6	70·6
Order IV	Coal and petroleum products	1963	46·9	34·8	12·0	29·8	13·1	768·7	10·3
		1968	42·9	31·4	11·5	34·8	16·5	1,143·0	19·2
261	Coke ovens and manufactured fuel	1963	18·3	15·4	2·9	12·2	2·8	200·0	0·3
		1968	18·0	15·0	3·0	15·4	3·7	239·8	1·6
262	Mineral oil refining (f)	1963	20·5	15·0	5·5	14·4	6·9	505·0	4·3
		1968	17·7	12·1	5·6	15·2	9·4	814·8	14·7
263	Lubricating oils and greases	1963	8·0	4·4	3·6	3·2	3·3	63·8	5·7
		1968	7·2	4·3	2·9	4·2	3·4	88·4	2·9
Order V	Chemicals and allied industries	1963	422·8	260·0	162·5	185·3	167·1	1,974·7	186·6
		1968	410·5	244·8	165·5	250·7	238·0	2,913·3	301·9
271 (1) 271 (2) 271 (3)	General chemicals (inorganic); General chemicals (organic); Miscellaneous general chemicals	1963	120·1	75·6	44·4	61·7	49·9	690·7	94·2
		1968	112·0	71·3	40·6	83·7	65·0	1,011·1	122·2
272	Pharmaceutical chemicals and preparations	1963	60·4	33·1	27·3	17·9	26·6	215·2	19·7
		1968	57·0	29·4	27·5	24·9	36·0	343·8	19·8
273	Toilet preparations	1963	19·5	12·0	7·5	5·5	6·7	78·6	4·1
		1968	23·5	13·8	9·6	9·4	11·7	122·3	8·8
274	Paint	1963	38·6	19·4	19·1	12·2	16·8	149·9	10·5
		1968	33·1	16·3	16·7	14·7	20·8	176·2	13·8
275	Soap and detergents	1963	22·0	13·9	8·0	10·0	8·4	139·8	3·8
		1968	16·8	9·5	7·3	9·5	10·4	184·9	3·8
276	Synthetic resins and plastics materials and synthetic rubber	1963	42·2	26·1	16·1	21·8	17·2	243·2	10·5
		1968	55·0	33·4	21·6	38·4	32·3	448·7	26·0
277	Dyestuffs and pigments	1963	24·6	15·2	9·4	12·4	10·5	102·9	7·7
		1968	22·1	12·6	9·5	14·3	14·4	127·7	10·5
278	Fertilizers	1963	18·0	12·1	5·9	9·9	6·6	115·7	11·0
		1968	16·5	10·4	6·1	12·4	10·6	165·0	41·6
279 (1)	Polishes	1963	7·0	3·6	3·3	2·0	2·8	26·0	3·4
		1968	7·0	3·4	3·6	2·5	4·3	34·0	6·0
279 (2)	Formulated adhesives, gelatine, etc.	1963	6·4	3·9	2·5	2·8	2·4	26·8	1·7
		1968	7·7	4·2	3·5	4·0	4·5	47·3	5·9
279 (3)	Explosives, fireworks, and matches	1963	22·7	17·9	4·8	11·6	5·7	55·3	3·7
		1968	21·7	16·8	4·9	15·5	7·8	67·2	3·5

Purchases		Gross output	Net output	Net output per head	Percentage response	Year and industry	Standard Industrial Classification minimum list heading (a)
Materials for use in production, packaging and fuel	Goods for merchanting and canteen purchases				1968		
£ mn.	£ mn.	£ mn.	£ mn.	£	%		
13,005·6	1,867·4	27,816·8	10,848·1	1,364·3		1963 ALL MANUFACTURING INDUSTRIES	Orders III-XIX
18,909·1	2,165·9	39,853·9	16,012·2	1,982·4	72	1968	
2,199·1	558·3	5,361·8	1,299·9	1 697·2		1963 Food, drink and tobacco	Order III
3 185·5	781·5	7,742·1	2,001·9	2,485·1	79	1968	
205·3	24·6	310·5	75·6	2,566·7		1963 Grain milling	211
240·8	31·8	385·4	104·1	4,084·0	86	1968	
176·8	43·4	381·2	159·8	997·5		1963 Bread and flour confectionery	212
213·0	44·0	475·8	215·9	1,392·5	70	1968	
68·6	7·9	135·5	56·6	1,222·9		1963 Biscuits	213
88·6	12·2	182·9	79·1	1,572·1	87	1968	
207·8	46·0	340·7	91·6	1,227·5		1963 Bacon curing, meat and fish products	214
339·5	53·7	533·6	144·6	1 628·3	81	1968	
193·3	64·5	257·2	46·8	1,723·0		1963 Milk and milk products	215
478·7	86·8	703·9	129·6	1,934·1	64	1968	
190·7	3·4	230·1	37·4	2,345·1		1963 Sugar	216
116·1	7·4	226·8	46·3	3 215·9	99	1968	
134·7	10·4	265·6	116·2	1,269·3		1963 Cocoa, chocolate and sugar confectionery	217
175·6	17·4	351·5	152·7	1,858·6	88	1968	
148·4	17·1	264·3	92·1	1,408·2		1963 Fruit and vegetable products	218
208·9	15·4	372·7	141·8	2,288·1	82	1968	
287·4	77·3	466·4	89·4	2,463·0		1963 Animal and poultry foods	219
367·5	95·3	578·1	103·8	3,293·9	87	1968	
105·7	10·8	139·4	22·8	2,276·6		1963 Vegetable and animal oils and fats	221
104·1	4·7	128·0	21·6	2,722·7	87	1968	
45·6	0·8	54·5	7·4	1,748·2		1963 Margarine	229 (1)
35·0	1·8	52·4	14·0	3,010·3	83	1968	
74·5	7·9	126·9	44·3	2,062·0		1963 Starch and miscellaneous foods	229 (2)
267·2	20·3	407·4	119·6	3,750·1	69	1968	
92·2	155·9 (c)	724·3	218·3	2,514·4		1963 Brewing and malting	231
115·3	266·0 (c)	1,118·8	355·3	4 091·3	76	1968	
37·8	20·2 (c)	110·0	49·7	1,599·4		1963 Soft drinks	232
59·9	19·9 (c)	151·6	67·5	2,114·7	72	1968	
94·3	5·8 (c)	307·0	72·1	4,271·1		1963 Spirit distilling and compounding	239 (1)
189·0	13·3 (c)	538·2	119·9	6,128·6	85	1968	
6·6	1·3 (c)	23·6	10·3	2,243·5		1963 British wines, cider and perry	239 (2)
9·9	1·2 (c)	38·6	14·0	2,940·9	83	1968	
129·5	61·1	1,224·4	109·7	2,534·2		1963 Tobacco	240
176·7	90·3	1,496·5	171·8	4,169·6	95	1968	
628·8	9·2	766·9	116·9	2,494·1		1963 Coal and petroleum products	Order IV
939·5	20·8	1,163·1	181·4	4,229·0	92	1968	
155·2	0·3	190·7	28·1	1,533·1		1963 Coke ovens and manufactured fuels	261
180·6	1·3	237·5	47·1	2,618·5	92	1968	
435·6	4·4	506·8	63·9	3,114·0		1963 Mineral oil refining (f)	262
703·2	17·2	833·8	102·9	5,814·2	100	1968	
38·1	4·5	69·4	24·8	3,108·1		1963 Lubricating oils and greases	263
55·6	2·3	91·8	31·5	4,355·4	75	1968	
968·2	153·8	2,163·4	976·7	2,310·1		1963 Chemicals and allied industries	Order V
1,529·6	245·3	3,246·1	1,389·6	3,384·9	84	1968	
						Genera. chemicals (inorganic)	271 (1)
323·0	81·6	783·4	343·6	2,862·2		1963 General chemicals (organic)	271 (2)
561·8	102·5	1,142·9	441·0	3,937·5	89	1968 Miscellaneous general chemicals	271 (3)
87·7	14·1	237·2	136·7	2,262·7		1963 Pharmaceutical chemicals and preparations	272
133·0	16·2	368·1	218·9	3,839·2	84	1968	
29·8	2·5	82·4	48·8	2,501·5		1963 Toilet preparations	273
50·0	6·2	131·0	68·1	2,897·2	74	1968	
80·4	8·0	160·9	70·3	1,821·8		1963 Paint	274
89·7	10·7	193·6	91·5	2,765·0	74	1968	
80·4	3·2	143·3	56·5	2 571·9		1963 Soap and detergents	275
117·1	3·9	190·0	68·2	4,071·6	74	1968	
138·6	9·2	254·8	103·9	2,460·7		1963 Synthetic resins and plastics materials and synthetic rubber	276
245·9	23·5	476·7	195·8	3,557·2	84	1968	
51·9	6·0	111·6	51·5	2,092·8		1963 Dyestuffs and pigments	277
62·3	8·9	141·7	69·3	3,140·1	99	1968	
72·7	10·0	126·8	36·7	2,041·1		1963 Fertilizers	278
105·6	35·9	210·1	58·4	3,532·0	96	1968	
12·3	2·6	29·3	13·5	1,934·4		1963 Polishes	279 (1)
15·3	3·5	40·3	20·2	2,904·0	87	1968	
14·6	1·2	28·4	11·6	1,812·0		1963 Formulated adhesives, gelatine, etc.	279 (2)
26·4	4·6	54·0	21·2	2,750·9	71	1968	
14·3	3·1	38·4	32·9	1,447·6		1963 Explosives, fireworks and matches	279 (3)
20·0	3·3	71·1	41·5	1,914·6	92	1968	

PROVISIONAL RESULTS OF THE CENSUS OF PRODUCTION for 1968 (*continued*).

All establishments in the United Kingdom

Standard Industrial Classification minimum list heading (a)	Industry and year	Average number employed (b)			Wages and salaries		Sales	
		Total including working proprietors	Operatives	Other employees	Operatives	Other employees	Goods produced and work done (c)	Merchanted goods and canteen takings
		Thous.	Thous.	Thous.	£ mn.	£ mn.	£ mn.	£ mn.
Order V	Chemicals and allied industries (continued)							
279 (4)	Formulated pesticides and disinfectants 1963	5·4	2·8	2·6	1·5	2·2	22·1	7·4
	1968	5·1	2·5	2·6	2·1	3·8	34·7	25·8
279 (5)	Printing ink 1963	5·1	2·8	2·3	2·5	2·7	20·4	1·3
	1968	5·8	3·0	2·7	3·8	4·2	29·8	2·2
279 (6)	Surgical bandages, etc. 1963	12·1	10·1	2·0	4·6	1·6	34·5	1·8
	1968	12·4	10·0	2·3	5·9	2·7	46·8	3·7
279 (7)	Photographic chemical materials 1963	18·9	11·5	7·4	9·0	7·1	53·8	6·0
	1968	14·9	8·1	6·8	9·8	9·7	73·8	8·4
Order VI	Metal manufacture 1963	576·0	458·3	117·1	365·3	110·3	2,503·4	91·4
	1968	560·8	431·9	128·4	461·7	161·1	3,434·3	161·9
311	Iron and steel (general) 1963	269·5	213·7	55·8	176·9	52·0	1,294·5	15·9
	1968	262·0	201·5	60·4	222·1	74·5	1,632·1	14·7
312	Steel tubes 1963	55·9	42·8	13·1	31·5	11·9	209·5	13·8
	1968	58·2	42·3	15·9	43·3	18·5	284·7	11·4
313	Iron castings 1963	113·2	96·3	16·7	76·5	15·3	295·7	13·4
	1968	102·6	85·2	17·3	89·9	21·6	337·9	7·6
321	Aluminium and aluminium alloys 1963	57·7	45·2	12·5	35·7	11·7	202·9	6·4
	1968	60·1	46·4	13·6	49·3	17·4	312·4	8·3
322	Copper, brass and other copper alloys 1963	49·6	38·2	11·4	29·3	11·6	316·1	15·0
	1968	51·4	38·4	12·8	38·7	17·9	581·9	40·5
323	Other base non-ferrous metals 1963	29·9	22·1	7·7	15·5	7·7	184·7	26·9
	1968	26·5	18·1	8·3	18·4	11·2	285·4	79·4
Order VII	Mechanical engineering 1963	937·0	659·6	275·5	488·3	252·9	2,286·4	190·1
	1968	1,030·6	702·9	325·4	713·8	406·0	3,676·2	247·6
331	Agricultural machinery 1963	21·5	15·9	5·6	11·0	4·5	62·3	8·9
	1968	24·3	17·2	7·1	16·0	8·1	90·0	19·3
332	Metal-working machine tools 1963	74·4	53·5	20·7	41·3	19·4	164·5	31·5
	1968	77·1	53·0	24·0	55·4	30·9	233·6	25·3
333	Pumps, valves and compressors 1963	66·6	44·0	22·5	31·0	19·2	160·4	12·4
	1968	82·3	52·9	29·3	50·5	35·7	281·2	19·2
334	Industrial engines 1963	54·9	35·7	19·3	26·8	18·1	129·4	20·3
	1968	44·9	29·4	15·5	30·0	18·2	164·7	18·8
335	Textile machinery and accessories 1963	51·4	41·2	10·1	28·2	9·5	117·8	6·8
	1968	51·6	39·4	12·1	37·5	15·3	190·3	12·2
336	Construction and earth moving equipment 1963	39·8	26·8	13·0	20·4	11·6	143·3	18·3
	1968	41·1	27·1	14·0	29·1	17·4	237·7	24·7
337	Mechanical handling equipment 1963	55·7	38·3	17·4	28·6	15·7	141·9	7·5
	1968	64·9	42·6	22·2	45·5	26·9	250·2	13·7
338	Office machinery 1963	30·1	21·3	8·8	14·9	8·0	62·6	3·0
	1968	30·7	20·7	10·0	20·6	13·1	111·1	7·3
339 (1)	Mining machinery 1963	21·3	14·9	6·4	10·7	6·1	69·2	4·2
	1968	20·6	13·6	7·0	13·9	8·9	86·1	6·1
339 (2)	Printing and bookbinding machinery 1963	18·4	13·0	5·3	9·6	5·1	34·6	2·9
	1968	20·4	13·7	6·7	12·7	8·2	55·5	4·5
339 (3)	Refrigerating machinery 1963	9·4	6·3	3·1	5·2	2·8	29·4	1·4
	1968	8·8	5·3	3·5	5·5	4·2	37·5	0·9
339 (4)	Space-heating, ventilating and air-conditioning equipment 1963	24·8	17·3	7·4	12·9	6·9	63·3	5·0
	1968	31·2	20·9	10·2	21·0	12·7	116·9	5·5
339 (7)	Food and drink processing machinery 1963	20·0	12·1	7·9	9·4	7·1	43·4	6·0
	1968	20·5	12·3	8·1	12·4	9·0	61·6	15·5
339 (5) (6) (8) & (9)	Miscellaneous (non-electrical) machinery 1963	116·7	81·2	35·3	58·9	31·9	279·5	21·2
	1968	129·6	86·4	42·8	85·4	54·1	435·2	31·9
341	Industrial (including process) plant and steelwork 1963	132·3	86·4	45·5	70·5	45·3	391·6	17·3
	1968	158·6	102·1	56·1	115·9	74·9	710·1	21·2
342	Ordnance and small arms 1963	31·5	23·4	8·1	17·0	7·6	53·5	1·3
	1968	21·1	16·3	4·8	16·3	6·3	59·2	1·0
349	General mechanical engineering 1963	168·0	128·1	39·2	91·9	34·2	339·8	22·2
	1968	202·8	150·1	52·1	146·0	62·2	555·2	20·4
Order VIII	Instrument engineering 1963	144·1	99·2	44·6	61·7	41·4	257·3	27·5
	1968	169·7	111·8	57·6	91·6	73·1	427·3	28·0
351, 354	Photographic and document copying equipment; Scientific and industrial instruments and systems 1963	112·5	74·0	38·2	47·3	35·8	206·7	20·9
	1968	132·9	83·1	49·7	68·5	63·5	346·0	22·7
352	Watches and clocks 1963	9·9	7·7	2·1	4·3	2·0	16·6	1·0
	1968	12·1	9·8	2·3	7·9	3·0	27·0	0·6
353	Surgical instruments and appliances 1963	21·8	17·4	4·3	10·2	3·7	34·1	5·6
	1968	24·7	19·0	5·6	15·2	6·5	54·2	4·7
Order IX	Electrical engineering 1963	748·8	509·7	238·4	316·0	214·0	1,715·0	117·3
	1968	767·2	509·6	257·0	421·1	296·8	2,582·9	154·4
361	Electrical machinery 1963	203·1	133·9	69·1	91·4	62·4	405·6	29·0
	1968	171·6	111·3	60·2	102·2	72·9	536·6	49·0
362	Insulated wires and cables 1963	52·9	37·3	15·6	26·7	14·2	218·4	8·9
	1968	51·3	38·0	13·3	37·8	16·5	324·6	4·1

Purchases		Gross output	Net output	Net output per head	Percentage response	Year and industry	Standard Industrial Classification minimum list heading (a)
Materials for use in production, packaging and fuel	Goods for merchanting and canteen purchases				1968		
£ mn.	£ mn.	£ mn.	£ mn.	£	%	Chemicals and allied industries (continued)	Order V
11·1	4·9	29·4	12·7	2,343·8		1963 Formulated pesticides and disinfectants	279 (4)
19·6	15·6	60·9	24·9	4,888·9	71	1968	
9·5	1·2	21·7	10·9	2,146·8		1963 Printing ink	279 (5)
13·4	1·6	32·3	17·2	2,961·1	74	1968	
16·1	1·4	36·2	17·9	1,474·0		1963 Surgical bandages, etc.	279 (6)
21·6	2·9	51·0	26·1	2,112·1	82	1968	
25·5	4·8	59·8	29·4	1,557·0		1963 Photographic chemical materials	279 (7)
48·0	6·2	82·5	27·5	1,840·6	55	1968	
1,614·7	82·6	2,602·4	833·2	1,446·6		1963 Metal manufacture	Order VI
2,324·9	148·9	3,631·5	1,098·0	1,958·0	85	1968	
853·4	14·4	1,317·0	405·8	1,505·6		1963 Iron and steel (general)	311
1,094·6	13·2	1,656·4	511·1	1,950·7	86	1968	
119·2	13·7	220·4	79·1	1,413·3		1963 Steel tubes	312
160·4	10·4	298·4	118·9	2,042·3	92	1968	
142·8	12·2	309·5	143·9	1,271·2		1963 Iron castings	313
170·8	6·8	348·8	163·3	1,591·3	81	1968	
122·2	6·0	210·1	77·6	1,343·1		1963 Aluminium and aluminium alloys	321
208·1	7·5	328·0	109·6	1,822·7	87	1968	
239·1	14·4	334·7	79·6	1,602·6		1963 Copper, brass and other copper alloys	322
473·1	39·1	633·9	117·4	2,286·2	84	1968	
138·0	22·0	210·7	47·3	1,581·5		1963 Other base non-ferrous metals	323
217·9	71·9	365·9	77·7	2,936·2	79	1968	
937·3	155·4	2,476·5	1,273·2	1,358·8		1963 Mechanical engineering	Order VII
1,513·1	200·4	3,939·4	2,063·8	2,002·5	69	1968	
29·4	7·0	70·3	31·6	1,470·1		1963 Agricultural machinery	331
44·9	15·1	108·1	46·3	1,901·5	72	1968	
57·8	26·4	196·3	104·5	1,404·6		1963 Metal-working machine tools	332
94·4	19·4	271·5	146·6	1,901·9	64	1968	
63·5	9·8	172·6	92·7	1,391·6		1963 Pumps, valves and compressors	333
121·5	16·2	302·3	154·2	1,873·1	72	1968	
59·6	14·7	149·3	68·7	1,251·1		1963 Industrial engines	334
76·1	14·6	183·7	87·9	1,956·5	73	1968	
47·7	5·7	124·7	68·3	1,327·3		1963 Textile machinery and accessories	335
75·7	10·0	201·5	108·5	2,101·8	56	1968	
78·6	13·5	159·6	63·8	1,602·2		1963 Construction and earth moving equipment	336
136·3	20·5	263·5	104·8	2,550·3	83	1968	
59·2	6·3	149·5	78·3	1,404·1		1963 Mechanical handling equipment	337
110·8	11·4	277·1	149·9	2,310·4	71	1968	
23·3	1·9	65·7	37·6	1,248·3		1963 Office machinery	338
45·3	6·0	123·6	66·8	2,173·8	69	1968	
32·6	3·4	74·1	32·0	1,506·0		1963 Mining machinery	339 (1)
39·9	4·9	90·6	40·1	1,945·2	76	1968	
9·6	2·4	38·0	24·8	1,349·6		1963 Printing and bookbinding machinery	339 (2)
21·2	3·3	61·3	35·2	1,724·7	81	1968	
14·2	1·1	30·8	14·5	1,543·1		1963 Refrigerating machinery	339 (3)
16·5	0·9	36·0	16·9	1,927·7	81	1968	
25·6	4·1	68·5	37·2	1,496·8		1963 Space-heating, ventilating and air-conditioning equipment	339 (4)
54·1	5·1	124·7	65·1	2,084·7	77	1968	
16·6	5·2	49·4	25·7	1,284·0		1963 Food and drink processing machinery	339 (7)
21·3	13·4	75·8	37·8	1,849·8	67	1968	
101·4	19·0	302·5	161·9	1,387·0		1963 Miscellaneous (non-electrical machinery)	339 (5) (6) (8) & (9)
160·8	24·5	473·4	271·8	2,097·4	64	1968	
180·2	15·4	408·0	183·6	1,388·4		1963 Industrial (including process) plant and steelwork	341
274·1	16·8	701·0	338·4	2,133·7	66	1968	
18·6	1·2	54·8	32·6	1,036·0		1963 Ordnance and small arms	342
21·8	0·9	61·2	36·7	1,739·3	81	1968	
119·6	18·4	362·3	215·3	1,281·2		1963 General mechanical engineering	349
198·4	17·4	583·9	356·8	1,759·4	69	1968	
88·9	21·1	290·3	174·4	1,210·1		1963 Instrument engineering	Order VIII
153·7	22·3	459·7	277·6	1,635·9	74	1968	
70·0	15·7	232·9	141·8	1,261·0		1963 Photographic and document copying equipment	351
123·5	18·2	372·7	225·9	1,699·8	72	1968 Scientific and industrial instruments and systems	354
6·0	0·7	17·6	10·5	1,067·3		1963 Watches and clocks	352
10·5	0·5	27·4	16·2	1,340·0	78	1968	
12·8	4·7	39·8	22·1	1,012·2		1963 Surgical instruments and appliances	353
19·8	3·7	59·5	35·4	1,433·9	81	1968	
764·4	100·8	1,845·0	933·2	1,246·2		1963 Electrical engineering	Order IX
1,214·6	120·6	2,772·0	1,403·3	1,827·1	65	1968	
177·6	26·6	440·0	223·9	1,102·5		1963 Electrical machinery	361
207·3	39·6	586·3	323·5	1,884·9	73	1968	
132·5	7·1	227·0	79·8	1,507·3		1963 Insulated wires and cables	362
211·2	3·6	331·3	107·2	2,090·0	54	1968	

PROVISIONAL RESULTS OF THE CENSUS OF PRODUCTION for 1968 (*continued*).

All establishments in the United Kingdom

Standard Industrial Classification minimum list heading (a)	Industry and year		Average number employed (b)			Wages and salaries		Sales	
			Total including working proprietors	Operatives	Other employees	Operatives	Other employees	Goods produced and work done (c)	Merchanted goods and canteen takings
Order IX	Electrical engineering (*continued*)		Thous.	Thous.	Thous.	£ mn.	£ mn.	£ mn.	£ mn.
363	Telegraph and telephone apparatus and equipment	1963	87·1	58·6	28·5	35·9	26·3	146·7	5·2
		1968	98·6	61·9	36·7	49·1	33·4	255·9	4·0
364	Radio and electronic components	1963	84·3	64·1	20·1	31·5	17·7	141·9	6·2
		1968	112·3	82·3	30·0	53·9	37·2	289·2	22·4
365	Broadcast receiving and sound reproducing equipment	1963	54·1	36·3	17·7	19·1	15·8	154·2	17·9
		1968	45·2	28·0	17·2	22·4	16·8	187·8	6·4
366	Electronic computers	1963	10·4	6·0	4·4	3·7	4·1	33·8	6·3
		1968	18·1	10·7	7·4	9·6	9·2	111·1	8·1
367	Radio, radar and electronic capital goods	1963	75·2	41·0	34·2	26·9	31·0	163·4	12·2
		1968	75·2	36·3	38·9	30·8	50·4	229·0	15·8
368	Electric appliances primarily for domestic use	1963	72·3	48·5	23·7	33·3	20·8	207·6	8·3
		1968	71·7	49·2	22·5	44·0	25·9	260·6	9·6
369	Miscellaneous electrical goods	1963	109·3	84·1	25·1	47·6	21·7	243·4	23·4
		1968	123·2	92·0	30·9	71·4	34·5	388·1	35·0
Order X									
370	Shipbuilding and ship repairing and marine engineering	1963	203·8	171·0	32·6	127·6	30·6	427·3	3·0
		1968	180·0	142·0	37·9	144·0	49·7	465·1	4·1
Order XI	Vehicles	1963	816·1	595·8	220·0	505·0	207·9	2,728·4	199·3
		1968	788·9	563·2	225·3	649·6	300·6	3,768·8	206·4
380	Wheeled and half-track tractors	1963	16·9	12·2	4·6	11·8	4·4	94·9	5·5
		1968	25·6	18·5	7·2	23·0	9·9	171·8	10·2
381	Motor vehicle manufacturing	1963	444·8	353·1	91·5	315·8	90·3	1,892·0	167·6
		1968	466·2	362·8	103·1	432·3	145·7	2,613·1	157·6
382	Motor cycle and pedal cycle manufacturing	1963	23·2	18·5	4·8	12·5	3·5	49·5	0·5
		1968	19·0	14·4	4·6	13·9	5·0	53·0	0·7
383	Manufacturing and repairing of aerospace equipment	1963	254·6	146·6	107·9	117·6	100·0	550·2	23·7
		1968	229·1	126·1	102·9	138·6	131·2	817·6	33·4
384	Locomotives and railway track equipment	1963	36·1	30·3	5·9	21·5	5·0	69·1	1·1
		1968	16·8	14·0	2·8	14·0	3·2	37·0	2·5
385	Railway carriages, wagons and trams	1963	40·5	35·1	5·4	25·7	4·7	72·8	0·9
		1968	32·1	27·4	4·7	27·7	5·6	76·3	1·9
Order XII	Metal goods not elsewhere specified	1963	543·3	428·6	111·1	268·9	100·7	1,405·7	344·1
		1968	566·3	437·3	125·9	379·0	150·2	2,141·8	98·1
390	Engineers' small tools and gauges	1963	57·5	43·8	13·4	31·0	12·7	103·8	8·0
		1968	65·5	49·5	15·6	47·4	18·8	155·3	11·1
391	Hand tools and implements	1963	20·6	16·2	3·8	9·1	3·3	36·8	3·9
		1968	19·5	15·0	4·1	11·4	4·1	45·5	4·2
392	Cutlery, spoons, forks and plated tableware, etc.	1963	20·4	16·2	4·1	9·0	3·8	41·0	1·7
		1968	17·4	13·3	4·0	9·4	5·4	52·0	8·1
393	Bolts, nuts, screws, rivets, etc.	1963	42·8	34·3	8·4	20·2	7·3	94·6	7·1
		1968	44·0	34·6	9·4	29·4	10·9	130·2	11·0
394	Wire and wire manufactures	1963	42·8	32·7	10·0	24·0	9·2	190·5	10·2
		1968	43·1	32·4	10·6	31·5	13·2	246·0	9·9
395	Cans and metal boxes	1963	30·4	25·0	5·3	12·5	4·9	103·1	0·8
		1968	29·7	24·6	5·1	17·2	6·2	144·7	0·7
396	Jewellery and precious metals	1963	19·0	13·3	4·8	8·2	4·8	117·6	281·0
		1968	21·9	14·9	6·0	13·4	8·0	288·3	4·2
399 (1)	Metal furniture	1963	24·0	17·7	6·2	12·2	5·6	59·3	1·9
		1968	17·1	12·8	4·2	11·6	5·0	65·8	1·7
399 (5)	Drop forgings, etc.	1963	33·0	27·4	5·5	21·8	5·0	104·8	2·6
		1968	34·2	27·8	6·4	31·2	7·3	138·2	3·0
399 (6) & (7)	Metal hollow-ware	1963	25·2	20·7	4·4	12·3	4·0	63·8	3·1
		1968	18·5	14·9	3·4	12·8	4·0	71·6	2·1
399 (2) to (4) and (8) to (12)	Miscellaneous metal manufactures	1963	227·6	181·3	45·2	108·6	40·1	490·4	26·9
		1968	255·6	197·5	57·1	163·6	67·3	804·2	42·1
Order XIII	Textiles	1963	748·6	642·6	103·3	330·0	93·5	2,053·0	83·4
		1968	701·2	589·4	109·6	437·2	131·9	2,661·7	99·9
411	Production of man-made fibres	1963	37·3	28·3	9·0	23·2	9·5	202·6	7·1
		1968	42·5	32·4	10·1	38·7	15·9	339·7	4·8
412	Spinning and doubling on the cotton and flax systems	1963	104·3	94·4	9·7	42·8	9·0	245·4	2·6
		1968	84·8	75·0	9·7	51·5	11·6	309·2	3·0
413	Weaving of cotton, linen, silk and man-made fibres	1963	89·1	79·9	8·9	40·6	8·2	250·5	4·8
		1968	68·6	61·0	7·4	44·7	9·2	282·1	7·4
414	Woollen and worsted	1963	177·1	156·9	19·7	79·1	19·1	582·0	28·1
		1968	157·5	137·7	19·3	98·2	24·3	614·7	19·3
415	Jute	1963	16·3	14·8	1·6	7·3	1·3	38·2	0·2
		1968	14·7	13·2	1·5	8·8	1·5	45·5	4·4
416	Rope, twine and net	1963	11·8	10·1	1·7	4·3	1·4	31·8	2·5
		1968	8·1	6·7	1·3	3·6	1·4	19·6	3·4
417	Hosiery and other knitted goods	1963	124·5	106·8	17·3	50·9	14·3	275·7	7·8
		1968	136·0	114·3	21·3	77·2	25·0	444·5	12·5

Purchases		Gross output	Net output	Net output per head	Percentage response	Year and industry	Standard Industrial Classification minimum list heading (a)
Materials for use in production, packaging and fuel	Goods for merchanting and canteen purchases				1968		
£ mn.	£ mn.	£ mn.	£ mn.	£	%		
49·9	5·2	152·8	94·9	1,090·2		1963 Electrical engineering (*continued*)	Order IX
105·5	4·1	268·4	163·3	1,656·2	56	1968 Telegraph and telephone apparatus and equipment	363
49·1	5·2	148·4	92·9	1,102·1		1963	
107·4	15·9	316·1	192·8	1,716·5	72	1968 Radio and electronic components	364
83·3	14·8	175·1	74·6	1,378·8		1963	
110·1	5·0	200·9	83·3	1,844·7	72	1968 Broadcast receiving and sound reproducing equipment	365
8·6	4·4	40·3	20·5	1,963·2		1963	
65·0	7·2	118·2	40·3	2,223·8	55	1968 Electronic computers	366
59·5	10·8	181·0	106·0	1,409·0		1963	
90·0	13·8	251·2	142·5	1,896·1	72	1968 Radio, radar and electronic capital goods	367
96·4	7·0	213·6	104·7	1,447·5		1963	
129·9	6·9	272·1	133·4	1 860·1	74	1968 Electric appliances primarily for domestic use	368
107·4	19·8	266·7	135·9	1,242·9		1963	
187·2	24·5	427·5	216·9	1·760·5	47	1968 Miscellaneous electrical goods	369
163·4	2·7	429·9	220·6	1.082·4		1963	Order X
175·9	4·0	509·2	285·7	1,586·9	79	1968 Shipbuilding and ship repairing and marine engineering	370
1,498·6	193·4	2,970·6	1,186·4	1,453·6		1963	
2,082·5	170·9	4,016·9	1,639·2	2,077·8	78	1968 Vehicles	Order XI
59·9	3·5	99·4	34·2	2,028·7		1963	
99·9	5·2	181·6	70·6	2.752·7	99	1968 Wheeled and half-track tractors	380
1,163·1	162·2	2 075·1	736·6	1,656·2		1963	
1 650·4	131·8	2,795·4	995·7	2.135·8	81	1968 Motor vehicle manufacturing	381
24·3	0·5	49·0	23·2	997·5		1963	
27·5	0·6	54·8	26·0	1,369·6	86	1968 Motor cycle and pedal cycle manufacturing	382
187·0	25·5	606·1	324·7	1,275·1		1963	
247·6	29·7	868·3	490·4	2.140·5	66	1968 Manufacturing and repairing of aerospace equipment	383
37·2	0·9	68·9	30·6	846·5		1963	
18·3	1·9	39·0	18·1	1.077·7	98	1968 Locomotives and railway track equipment	384
27·0	0·8	72·1	37·1	916·2		1963	
38·8	1·6	77·8	38·4	1.194·4	97	1968 Railway carriages, wagons and trams	385
716·6	335·7	1,760·6	665·3	1,224·7		1963 Metal goods not elsewhere specified	Order XII
1,129·6	81·4	2,256·7	999·3	1.764·4	73	1968	
28·2	6·9	112·1	74·0	1,286·3		1963	
43·3	9·6	168·5	110·8	1.692·5	77	1968 Engineers' small tools and gauges	390
14·3	2·8	40·9	22·6	1,094·5		1963	
17·7	3·2	49·5	27·5	1,414·0	72	1968 Hand tools and implements	391
12·7	1·6	43·6	28·2	1,380·2		1963	
17·9	4·3	60·6	37·7	2,168·7	62	1968 Cutlery, spoons, forks and plated tableware, etc.	392
38·5	7·7	101·8	52·5	1,227·3		1963	
54·0	9·5	141·1	72·8	1,655·5	81	1968 Bolts, nuts, screws, rivets, etc.	393
127·9	9·5	201·4	60·0	1.401·7		1963	
162·4	9·3	256·5	79·0	1.833·2	63	1968 Wire and wire manufactures	394
70·3	0·7	104·1	30·0	987·9		1963	
98·6	0·6	146·3	43·9	1.478·8	93	1968 Cans and metal boxes	395
93·4	180·3	400·5	24·7	1,299·6		1963	
224·6	3·7	292·6	63·9	2,920·3	67	1968 Jewellery and precious metals	396
25·9	1·5	62·0	32·5	1,354·5		1963	
31·8	1·4	68·1	33·5	1.959·1	73	1968 Metal furniture	399 (1)
58·8	2·5	107·7	44·4	1,347·1		1963	
75·5	2·8	142·0	61·5	1.799·0	71	1968 Drop forgings, etc.	399 (5)
34·6	2·8	66·8	27·0	1,071·8		1963	
40·9	1·6	74·4	30·7	1,661·9	73	1968 Metal hollow-ware	399 (6) & (7)
212·1	23·0	519·7	269·5	1,184·1		1963	
363·1	35·4	857·2	437·9	1,713·2	73	1968 Miscellaneous metal manufactures	399 (2) to (4) and (8) to (12)
1,218·6	72·8	2,150·5	791·8	1,057·7		1963 Textiles	Order XIII
1,496·9	84·6	2,787·4	1,103·9	1,574·3	67	1968	
90·0	7·8	210·7	109·0	2,924·7		1963	
165·5	4·2	348·7	167·9	3,948·1	88	1968 Production of man-made fibres	411
164·7	2·3	246·7	77·0	739·0		1963	
195·9	2·6	317·1	114·9	1,354·4	76	1968 Spinning and doubling on the cotton and flax systems	412
167·0	4·3	254·4	74·0	830·5		1963	
188·1	7·2	290·5	86·1	1,255·8	58	1968 Weaving of cotton, linen, silk and man-made fibres	413
384·3	24·3	616·7	185·4	1,046·9		1963	
358·9	14·7	636·9	226·6	1,439·4	65	1968 Woollen and worsted	414
23·4	0·2	38·5	13·9	849·7		1963	
28·5	6·2	49·4	15·9	1,084·1	87	1968 Jute	415
20·5	2·3	35·7	11·8	1,000·1		1963	
10·5	3·3	23·0	8·8	1,090·3	56	1968 Rope, twine and net	416
151·1	7·1	287·9	117·6	944·1		1963	
237·8	11·0	465·5	195·1	1,434·1	67	1968 Hosiery and other knitted goods	417

PROVISIONAL RESULTS OF THE CENSUS OF PRODUCTION for 1968, *(continued)*.

All establishments in the United Kingdom

Standard Industrial Classification minimum list heading (a)	Industry and year		Average number employed (b)			Wages and salaries		Sales	
			Total including working proprietors	Operatives	Other employees	Operatives	Other employees	Goods produced and work done (c)	Merchanted goods and canteen takings
Order XIII	Textiles (continued)		Thous.	Thous.	Thous.	£ mn.	£ mn.	£ mn.	£ mn.
418	Lace	1963	8·6	7·1	1·4	3·1	1·0	21·9	0·9
		1968	7·6	6·0	1·4	3·9	1·5	21·9	1·9
419	Carpets	1963	38·2	31·0	7·1	18·7	6·4	123·4	1·7
		1968	46·9	36·5	10·3	30·6	12·0	207·5	12·0
421	Narrow fabrics	1963	19·1	15·9	3·1	6·7	2·6	37·5	1·3
		1968	18·5	15·2	3·2	9·4	3·1	47·4	1·3
422 (1)	Made-up household textiles and handkerchiefs	1963	35·1	29·3	5·0	10·7	4·0	82·4	11·7
422 (2)	Canvas goods and sacks, etc.	1968	35·6	29·3	5·6	16·2	5·7	118·9	8·6
423	Textile finishing	1963	62·9	51·3	11·4	31·3	9·9	104·4	0·7
		1968	55·5	45·5	9·9	38·5	11·4	130·5	0·7
429 (1)	Asbestos	1963	20·6	13·9	6·7	9·6	6·0	43·9	13·1
		1968	20·9	13·4	7·5	13·2	8·2	59·5	19·1
429 (2)	Miscellaneous textiles	1963	3·6	3·0	0·7	1·7	0·6	13·6	0·9
		1968	4·1	3·1	1·0	2·5	1·2	20·7	1·3
Order XIV	Leather, leather goods and fur	1963	53·3	43·9	7·7	24·7	7·5	163·5	11·1
		1968	49·8	40·7	7·7	30·1	9·8	199·7	7·9
431	Leather (tanning and dressing) and fellmongery	1963	28·6	21·6	3·9	13·4	4·2	107·2	6·5
		1968	22·4	18·6	3·7	15·8	5·2	132·3	2·9
432	Leather goods	1963	18·7	15·3	2·6	6·8	2·1	31·1	3·2
		1968	20·4	16·6	3·1	9·5	3·4	44·0	3·5
433	Fur	1963	9·0	7·0	1·3	4·5	1·2	25·3	1·4
		1968	7·0	5·5	0·9	4·7	1·2	23·5	1·5
Order XV	Clothing and footwear	1963	500·6	437·2	60·1	188·7	48·8	839·3	40·7
		1968	475·6	408·4	62·7	242·9	66·8	1,039·2	70·3
441	Weatherproof outerwear	1963	27·0	23·8	2·9	9·7	2·3	47·1	1·2
		1968	24·0	21·0	2·8	11·7	3·1	54·0	2·3
442	Men's and boys' tailored outerwear	1963	114·0	101·7	12·0	41·6	9·0	161·6	13·2
		1968	109·9	98·0	11·5	55·8	11·1	206·4	14·7
443	Women's and girls' tailored outerwear	1963	55·8	48·5	6·7	23·8	5·8	103·4	3·0
		1968	55·0	47·9	6·6	29·5	7·4	127·6	3·5
444	Overalls and men's shirts, underwear, etc.	1963	49·0	43·6	5·0	15·2	4·0	79·1	3·9
		1968	45·2	39·7	5·2	19·8	5·5	94·7	8·2
445	Dresses, lingerie, infants' wear, etc.	1963	95·4	83·3	11·0	31·2	8·6	151·2	4·6
		1968	93·0	79·2	11·5	41·3	11·7	195·3	6·8
446	Hats, caps and millinery	1963	13·0	10·8	1·3	4·8	1·6	20·6	1·0
		1968	9·8	8·0	1·5	4·7	1·4	19·3	0·9
449 (1)	Corsets and miscellaneous dress industries	1963	30·9	25·4	5·4	9·1	4·2	57·2	2·3
		1968	29·4	24·2	5·0	12·9	5·7	73·4	4·2
449 (2)	Gloves	1963	8·8	7·6	1·2	3·1	1·0	13·3	1·3
		1968	8·0	6·8	1·1	3·7	1·0	16·4	1·9
450	Footwear	1963	106·6	92·5	14·1	50·2	12·4	205·8	10·1
		1968	101·4	83·7	17·4	63·6	19·7	252·2	27·8
Order XVI	Bricks, pottery, glass, cement, etc.	1963	304·4	245·5	55·9	172·4	52·2	740·7	36·6
		1968	307·3	241·6	63·5	236·4	79·2	1,134·9	66·5
461	Bricks, fireclay and refractory goods	1963	66·4	57·6	8·7	42·6	8·2	142·5	5·0
		1968	61·0	51·4	9·5	51·8	12·0	188·3	9·5
462	Pottery	1963	60·4	52·2	8·2	26·9	6·6	74·7	4·6
		1968	55·5	47·1	8·3	34·6	9·0	96·9	8·1
463	Glass	1963	72·1	56·5	15·5	40·9	14·8	163·5	11·6
		1968	77·2	58·9	18·2	57·4	23·5	236·5	26·5
464	Cement	1963	14·2	11·0	3·3	10·2	3·9	81·3	3·0
		1968	14·0	10·8	3·2	13·5	4·7	101·8	3·6
469 (1)	Abrasives	1963	8·4	5·2	3·1	4·1	3·1	26·1	2·4
		1968	7·7	4·7	3·1	5·3	4·2	33·5	1·9
469 (2)	Miscellaneous building materials and mineral products	1963	82·9	63·1	17·2	47·6	15·7	252·7	10·0
		1968	91·8	68·6	21·2	73·7	25·9	478·0	16·9
Order XVII	Timber, furniture, etc.	1963	263·4	209·1	47·5	139·4	42·5	659·4	21·5
		1968	271·1	212·9	51·0	197·6	61·9	1,058·6	29·5
471	Timber	1963	80·4	61·9	15·6	40·8	14·3	257·2 (g)	0·2
		1968	91·7	70·6	18·4	63·0	21·9	457·5 (g)	0·3
472	Furniture and upholstery	1963	98·0	80·6	16·7	54·9	14·6	209·8	10·3
		1968	93·4	76·3	16·3	75·0	21·0	320·2	10·2
473	Bedding and soft furnishings	1963	16·1	12·2	3·9	7·1	3·1	46·7	5·0
		1968	17·6	12·9	4·2	9·9	4·5	70·0	9·9
474	Shop and office fittings	1963	28·8	22·5	6·0	18·3	5·6	62·0	3·1
		1968	30·6	22·8	6·5	25·4	8·2	98·8	3·3
475	Wooden containers and baskets	1963	19·3	16·1	2·3	9·0	2·2	41·2	2·9
		1968	17·6	14·6	2·3	11·4	2·8	53·0	2·4
479	Miscellaneous wood and cork manufactures	1963	20·8	15·7	3·0	9·3	2·7	42·5	0·0
		1968	20·1	15·5	3·2	12·8	3·5	59·1	3·3

Purchases		Gross output	Net output	Net output per head	*Percentage response*	Year and industry		Standard Industrial Classification minimum list heading (a)
Materials for use in poduction, packaging and fuel	Goods for merchanting and canteen purchases				*1968*			
£ mn.	£ mn.	£ mn.	£ mn.	£	%		Textiles (contined)	Order XIII
12·1	0·6	23·0	9·2	1,065·2		1963	Lace	418
11·4	1·1	23·9	10·0	1,318·3	*62*	1968		
73·6	1·5	126·8	49·2	1,288·9		1963	Carpets	419
122·0	9·8	221·1	79·5	1,696·7	*67*	1968		
19·3	1·1	38·8	17·2	902·0		1963	Narrow fabrics	421
25·1	1·0	48·7	22·2	1,205·1	*67*	1968		
51·4	10·7	94·6	27·1	771·0		1963	Made-up household textiles and handkerchiefs	422 (1)
75·2	7·9	129·2	41·4	1,162·9	*38*	1968	Canvas goods and sacks, etc.	422 (2)
35·5	0·6	105·0	66·0	1,048·5		1963	Textile finishing	423
41·8	0·7	131·7	86·0	1,547·7	*70*	1968		
17·7	9·1	57·3	29·3	1,422·0		1963	Asbestos	429 (1)
24·8	13·8	79·7	40·6	1,943·4	*82*	1968		
8·0	0·8	14·5	5·1	1,417·1		1963	Miscellaneous textiles	429 (2)
11·3	1·2	21·8	8·9	2,160·2	*61*	1968		
104·1	8·4	174·3	59·0	1,107·0		1963	Leather, leather goods and fur	Order XIV
123·6	6·5	209·3	77·3	1,551·2	*57*	1968		
73·6	5·8	113·0	32·2	1,257·2		1963	Leather (tanning and dressing) and fellmongery	431
91·7	2·6	136·5	42·0	1,871·6	*67*	1968		
16·1	1·9	34·2	15·6	832·7		1963	Leather goods	432
21·0	2·6	47·7	23·6	1,158·8	*50*	1968		
14·3	0·7	27·1	11·2	1,251·0		1963	Fur	433
10·9	1·2	25·0	11·7	1,667·3	*47*	1968		
429·9	34·1	878·4	384·6	768·4		1963	Clothing and footwear	Order XV
506·7	53·8	1,114·1	524·1	1,101·9	*56*	1968		
25·6	1·1	48·2	20·0	742·8		1963	Weatherproof outerwear	441
25·0	1·5	56·1	27·9	1 163·1	*41*	1968		
81·4	11·1	173·5	76·2	668·1		1963	Men's and boys' tailored outerwear	442
102·4	10·3	220·8	104·8	954·2 6	*60*	1968		
50·9	2·6	107·3	46·1	826·5		1963	Women's and girls' tailored outerwear	443
59·2	3·0	132·1	59·9	1,088·7	*50*	1968		
43·8	3·3	82·9	31·8	648·3		1963	Overalls and men's shirts, underwear, etc.	444
51·7	6·1	103·7	42·3	935·5	*52*	1968		
81·1	3·8	156·1	64·9	679·7		1963	Dresses, lingerie, infants' wear, etc.	445
97·7	5·9	203·1	91·9	988·5	*51*	1968		
10·1	0·8	21·8	10·4	795·2		1963	Hats, caps and millinery	446
8·8	0·7	20·0	10·0	1,013·1	*53*	1968		
28·3	1·8	59·4	26·7	862·6		1963	Corsets and miscellaneous dress industries	449 (1)
34·9	3·6	78·3	38·5	1,308·7	*63*	1968		
6·6	1·1	14·6	6·8	772·5		1963	Gloves	449 (2)
8·5	1·6	18·3	8·3	1,034·9	*65*	1968		
102·1	8·6	214·7	101·9	955·5		1963	Footwear	450
118·5	21·1	281·7	140·6	1,386·8	*65*	1968		
291·5	29·6	778·7	412·4	1,354·9		1963	Bricks, pottery, glass, cement, etc.	Order XVI
460·7	54·7	1,209·9	610·4	1,986·4	*78*	1968		
42·9	4·5	146·0	84·1	1,267·0		1963	Bricks, fireclay and refractory goods	461
62·8	8·3	200·3	110·4	1,811·6	*83*	1968		
23·0	3·8	79·7	51·3	848·0		1963	Pottery	462
29·7	7·0	105·6	66·9	1,204·6	*85*	1968		
63·1	9·0	174·5	96·0	1,332·2		1963	Glass	463
86·1	19·8	262·3	147·2	1,906·4	*84*	1968		
38·1	2·7	85·9	40·8	2,872·3		1963	Cement	464
46·3	3·4	105·6	49·4	3,518·7	*93*	1968		
10·4	2·0	28·8	15·8	1,888·9		1963	Abrasives	469 (1)
13·1	1·6	36·0	20·9	2,698·5	*94*	1968		
113·9	7·6	263·8	124·3	1,500·4		1963	Miscellaneous building materials and mineral products	469 (2)
222·7	14·6	500·2	215·6	2,348·3	*61*	1968		
346·4	17·5	684·4	302·7	1,149·1		1963	Timber, furniture, etc.	Order XVII
578·6	24·3	1,104·7	481·5	1,776·3	*60*	1968		
156·3 (b)	0·2	259·6	96·5	1,201·6		1963	Timber	471
296·3 (b)	0·3	467·2	166·2	1,812·3	*65*	1968		
99·5	8·3	220·2	108·2	1,103·8		1963	Furniture and upholstery	472
150·1	8·9	333·5	171·3	1,833·9	*55*	1968		
27·1	4·0	71·9	19·6	1,217·7		1963	Bedding and soft furnishings	473
41·9	8·0	81·0	30·1	1,714·5	*58*	1968		
20·1	3·2	65·8	38·1	1,321·8		1963	Shop and office fittings	474
33·3	2·5	104·7	59·1	1,932·2	*60*	1968		
22·4	1·7	44·1	19·0	983·7		1963	Wooden containers and baskets	475
27·9	1·9	55·5	24·6	1,397·9	*65*	1968		
20·9	0·0	42·8	21·2	1,020·3		1963	Miscellaneous wood and cork manufactures	479
29·0	2·6	62·7	30·1	1,493·4	*69*	1968		

PROVISIONAL RESULTS OF THE CENSUS OF PRODUCTION for 1968, *(continued)*.
All establishments in the United Kingdom

Standard Industrial Classification minimum list heading (a)	Industry and year		Average number employed (b)			Wages and salaries		Sales	
			Total including working proprietors	Operatives	Other employees	Operatives	Other employees	Goods produced and work done (c)	Merchanted goods and canteen takings
			Thous.	Thous.	Thous.	£ mn.	£ mn.	£ mn.	£ mn.
Order XVIII	Paper, printing and publishing	1963	584·5	423·2	151·4	312·8	144·6	1,629·0	63·9
		1968	613·5	442·7	162·1	468·6	205·5	2,352·6	59·3
481	Paper and board	1963	88·4	73·3	15·0	54·4	14·9	378·7	5·0
		1968	78·7	63·9	14·8	69·4	19·2	480·0	6·8
482 (1)	Cardboard boxes, cartons and fibreboard packing cases	1963	63·8	52·3	11·2	29·9	10·4	173·2	5·3
		1968	70·3	56·3	13·9	48·6	16·3	290·4	7·1
482 (2)	Packaging products of paper and associated materials	1963	14·8	11·9	2·8	6·4	2·6	59·6	3·0
		1968	16·4	13·2	3·2	10·1	4·0	79·3	3·9
483	Manufactured stationery	1963	31·2	22·1	9·0	12·4	7·3	68·5	7·3
		1968	33·6	24·6	8·9	21·4	10·4	101·4	6·3
484	Miscellaneous manufactures of paper and board	1963	27·8	21·4	6·2	12·0	5·6	85·6	5·9
		1968	33·8	26·6	7·1	21·3	8·1	159·9	4·8
486	Printing and publishing of newspapers and periodicals	1963	129·3	72·7	56·5	74·4	57·1	411·2	7·9
		1968	146·0	85·5	60·3	124·2	81·9	583·1	2·8
489	General printing, publishing, etc.	1963	229·3	169·3	50·6	123·2	46·7	452·3	29·5
		1968	234·8	172·7	53·9	173·6	65·6	658·5	27·8
Order XIX	Other manufacturing industries	1963	292·1	225·1	65·3	136·3	58·8	730·1	52·5
		1968	336·3	255·2	79·3	220·9	97·8	1,139·2	112·9
491	Manufactures of rubber	1963	116·4	87·5	29·0	62·3	27·0	340·8	25·1
		1968	127·2	92·0	35·1	96·9	43·2	482·7	70·0
492	Linoleum, plastics floor covering, leathercloth, etc.	1963	20·0	13·7	6·3	10·0	5·1	74·8	2·6
		1968	18·8	12·3	6·5	11·8	7·9	89·4	1·2
493	Brushes and brooms	1963	12·0	9·2	2·5	4·2	2·2	24·2	3·3
		1968	11·1	8·6	2·3	5·7	2·7	28·5	3·1
494	Toys, baby carriages, games and sports equipment	1963	38·4	32·0	6·2	14·9	5·3	68·2	5·9
		1968	45·8	38·7	6·9	25·9	7·5	104·6	13·8
495	Miscellaneous stationers' goods	1963	12·2	8·6	3·7	4·4	3·4	27·4	2·1
		1968	12·6	8·9	3·7	6·4	4·4	45·1	2·5
496	Plastics products	1963	71·0	56·3	14·4	31·5	13·2	159·1	11·3
		1968	96·6	75·4	20·7	60·7	27·3	327·4	17·7
499	Miscellaneous manufacturing industries	1963	22·0	17·9	3·2	9·0	2·7	35·7	2·2
		1968	24·3	19·2	4·1	13·5	4·9	61·5	4·7
Orders II, XX and XXI	**NON-MANUFACTURING INDUSTRIES :**								
Order II	**Mining and quarrying (i)**	**1963**	**648·4**	**592·3**	**54·9**	**460·5**	**52·1**	**1,030·9**	**5·4**
		1968	**447·5**	**401·1**	**45·6**	**371·4**	**59·0**	**1,002·8**	**10·9**
101	**Coal mining**	**1963**	**593·3**	**547·9**	**45·3**	**426·7**	**42·9**	**882·6 (j)**	**0·1**
		1968	**390·6**	**355·4**	**35·2**	**322·2**	**45·9**	**746·2 (j)**	**1·1**
102	**Stone and slate quarrying and mining**	**1963**	**21·1**	**17·4**	**3·3**	**13·2**	**3·1**	**52·5 (l)**	**1·8**
		1968	**22·9**	**18·9**	**3·6**	**19·8**	**4·3**	**87·7 (l)**	**2·9**
103	**Chalk, clay, sand and gravel extraction**	**1963**	**21·5**	**17·0**	**3·9**	**13·1**	**3·5**	**59·4 (l)**	**2·8**
		1968	**22·9**	**17·8**	**4·7**	**19·5**	**5·4**	**109·9 (l)**	**4·5**
104	**Petroleum and natural gas**								
109 (3) & (4)	**Salt and miscellaneous non-metalliferous mining and quarrying**	**1963**	**6·2**	**4·5**	**1·7**	**3·5**	**1·8**	**23·8 (l)**	**0·7**
		1968	**6·0**	**4·7**	**1·4**	**5·6**	**2·2**	**44·8 (l)**	**2·4**
109 (1) & (2)	**Metalliferous mining and quarrying**	**1963**	**6·3**	**5·5**	**0·8**	**4·0**	**0·8**	**12·5 (l)**	**0·0**
		1968	**5·0**	**4·2**	**0·8**	**4·3**	**1·1**	**14·1 (l)**	**0·0**
Order XX 500	Construction	1963	1,676·6	1,340·1	234·0	1,007·6	214·8	3,827·9	61·8
		1968	1,633·8	1,260·9	269·6	1,376·2	340·6	6,034·2	91·8
Order XXI	Gas, electricity and water	1963	406·2	273·0	133·1	210·1	128·3	1,592·9	131·4
		1968	406·5	252·9	153·6	261·0	196·7	2,370·5	187·8
601	Gas	1963	126·5	82·6	43·9	62·4	38·8	405·6	68·8
		1968	122·7	68·2	54·5	70·2	62·9	579·9	101·2
602	Electricity	1963	233·9	155·9	78·0	123·0	78·5	1,063·4	62·6
		1968	240·4	154·3	86·1	160·5	117·1	1,617·8	86·6
603	Water supply	1963	45·8	34·6	11·2	24·8	11·0	123·9	0·0
		1968	43·4	30·4	13·0	30·3	16·7	172·8	0·0

(a) References are to the Standard Industrial Classification, Revised 1968. In a number of industries e.g. 214 – Bacon curing, meat and fish products, 215 – Milk and milk products, and 229 (2) Starch and miscellaneous foods, certain categories of manufacturers are included for the first time in the 1968 Census. In these instances therefore the 1963 and 1968 figures are not strictly comparable.
(b) Including persons engaged in merchanting or factoring and canteen workers (where particulars in respect of these activities could not be excluded from the returns) and working proprietors, but excluding outworkers.
(c) Including a substantial amount of duplication represented by the total value of partly manufactured goods sold by one industrial establishment to another. The extent of duplication varies from one census to another.
(d) Including liquors purchased, bottled or canned, and sold as such.
(e) Including liquors purchased for bottling or canning.
(f) Sales are generally valued at open market prices f.o.b. in the Gulf of Mexico plus current freight and insurance to the United Kingdom, and purchases of feedstock are valued at open market prices f.o.b. at the port of origin plus current rates of freight and insurance to the United Kingdom. Net output is largely determined by these methods of valuation.
(g) Including sales of merchanted goods.
(h) Including purchases of merchanted goods.
(i) Great Britain only.
(j) Total value of net disposals of coal, other sales and work done (excluding the value of coal raised and consumed at the same colliery.)
(k) Cost of materials and fuel used.
(l) The sales of goods produced are valued at ex-quarry, ex-works or ex-pithead prices, the cost of transport being excluded.
(m) Relates to firms employing 25 or more persons. In the private sector of this industry information was collected from firms employing fewer than 25 persons on a sample basis only.

Purchases		Gross output	Net output	Net output per head	*Percentage response*	Year and industry		Standard Industrial Classification minimum list heading (a)
Materials for use in production, packaging and fuel	Goods for merchanting and canteen purchases				*1968*			
£ mn.	£ mn.	£ mn.	£ mn.	£	%			
675·4	48·6	1,698·7	846·5	1,448·2		1963	Paper, printing and publishing	Or der XVIII
965·1	50·4	2,427·1	1,252·5	2,041·4	*71*	1968		
224·4	4·3	384·0	144·7	1,637·1		1963	Paper and board	481
293·2	6·2	490·1	181·2	2,301·9	*83*	1968		
97·0	4·9	179·2	72·1	1,130·7		1963	Cardboard boxes, cartons and fibre-board packing cases	482 (1)
166·7	6·2	299·5	117·8	1,675·0	*74*	1968		
39·8	2·6	62·8	19·7	1,327·2		1963	Packaging products of paper and associated materials	482 (2)
50·0	3·3	83·7	28·5	1,741·9	*81*	1968		
29·7	5·3	75·8	39·1	1,254·7		1963	Manufactured stationery	483
44·1	5·1	109·1	57·8	1,721·3	*88*	1968		
43·5	5·0	92·4	41·8	1,505·6		1963	Miscellaneous manufactures of paper and board	484
83·2	3·8	165·8	74·4	2,203·8	*63*	1968		
109·1	5·8	419·4	241·5	1,867·1		1963	Printing and publishing of newspapers and periodicals	486
137·7	2·4	586·4	381·6	2,614·4	*76*	1968		
131·9	20·8	485·2	287·7	1,254·6		1963	General printing, publishing, etc.	489
190·1	23·5	692·5	411·1	1,751·0	*61*	1968		
359·6	40·0	784·2	371·2	1,271·0		1963	Other manufacturing industries	Order XIX
528·6	95·4	1,264·6	622·9	1,852·2	*67*	1968		
170·8	20·8	365·8	167·1	1,434·8		1963	Manufactures of rubber	491
225·3	60·4	557·4	263·9	2,075·5	*66*	1968		
40·5	1·5	76·5	33·0	1,643·8		1963	Linoleum, plastics floor covering, leathercloth, etc.	492
48·9	1·3	92·3	40·2	2,136·8	*90*	1968		
13·9	1·7	27·4	11·5	963·6		1963	Brushes and brooms	493
14·0	2·4	31·7	15·3	1,371·7	*70*	1968		
29·4	4·8	75·1	39·0	1,016·3		1963	Toys, baby carriages, games and sports equipment	494
40·8	11·4	120·0	66·7	1,456·8	*81*	1968		
11·2	1·7	29·3	15·8	1,290·5		1963	Miscellaneous stationers' goods	495
18·7	1·8	48·5	28·1	2,232·5	*60*	1968		
77·8	8·4	171·8	84·3	1,187·2		1963	Plastics products	496
155·4	14·6	348·3	172·8	1,789·5	*62*	1968		
15·9	1·2	38·3	20·6	935·3		1963	Miscellaneous manufacturing industries	499
25·5	3·5	66·5	35·9	1,479·7	*51*	1968		
							NON-MANUFACTURING INDUSTRIES:	Orders II, XX and XXI
235·6	4·3	1,050·5	771·6	1,190·1		1963	Mining and quarrying	Order II
238·5	10·2	1,075·0	748·1	1,671·8	*96*	1968		
192·9 (k)	0·2	860·9	654·6	1,103·0		1963	Coal mining	101
172·2 (k)	1·0	738·5	545·4	1,396·2	*100*	1968		
18·8	1·2	70·6	39·0	1,850·5		1963	Stone and slate quarrying and mining	102
30·2	2·8	121·0	64·4	2,816·9	*62*	1968		
14·4	2·3	76·9	50·0	2,329·2		1963	Chalk, clay, sand and gravel extraction	103
24·8	4·2	145·7	90·9	3,966·4	*75*	1968		
6·8	0·7	27·9	18·1	2,934·0		1963	Petroleum and natural gas	104
8·3	2·2	54·8	35·9	5,983·3	*66*	1968	Salt and miscellaneous non-metalliferous mining and quarrying	109 (3) & (4)
2·7	0·0	14·2	9·8	1,557·3		1963	Metalliferous mining and quarrying	109 (1) & (2)
3·0	0·0	14·9	11·5	2,311·1	*72*	1968		
1,242·0	36·3	3,894·0	1,831·9	1,092·6		1963	Construction	Order XX 500
1,786·5	79·2	6,119·0	2,850·2	1,744·5	*51 (m)*	1968		
649·3 (k)	88·2	1,731·6	981·8	2,417·1		1963	Gas, electricity and water	Order XXI
815·0 (k)	132·9	2,554·6	1,568·6	3,858·6	*97*	1968		
211·8 (k)	42·4	480·6	216·0	1,708·0		1963	Gas	601
249·0 (k)	73·2	674·9	317·1	2,585·0	*98*	1968		
409·7 (k)	45·8	1,127·1	669·9	2,864·0		1963	Electricity	602
528·9 (k)	59·7	1,706·8	1,115·9	4,641·2	*98*	1968		
27·8 (k)	0·0	123·9	95·9	2,093·2		1963	Water supply	603
37·1 (k)	0·0	172·9	135·6	3,121·8	*90*	1968		

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A complete list of titles in the production Series was last published in the *Board of Trade Journal* on December 17, on page 1635.

Civil Aviation Series:

Airport Activity for July 1969
Air Passengers for July 1969
Air Freight and Mail for July 1969

A complete list of titles in the Civil Aviation Series is as follows:

Airport Activity (M)
Air Passengers (M)
Air Freight and Mail (M)
Airlines (M)
Airlines (Q)
Domestic Passenger Traffic (Q)

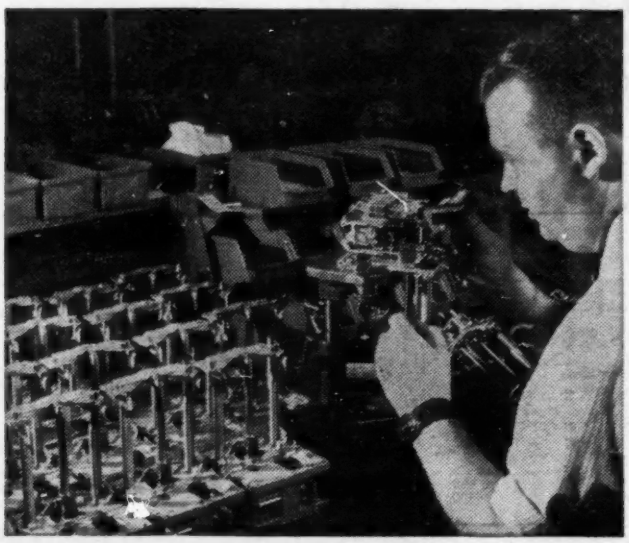
DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and. for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (0702) 49421, Ext. 316 or Imports and Re-exports, Ext. 314 for Exports, Telex 99112 CUSEX Southend).

Taylor Woodrow International Ltd., leaders of the Taylor-Woodrow Irrigation Group, which is carrying out a £22½ million push-button irrigation scheme for the Higher Council of Agriculture in Rumania, have chosen Hy-Mac all-hydraulic excavators among the plant to be used for the project. The order brings the total sales of Hy-Mac to Eastern Europe to over £300,000 so far this year. The photograph shows a Hy-Mac all-hydraulic excavator, fitted with a trapezoidal bucket, on an earlier irrigation project for the Rumanian Higher Council of Agriculture.



This mechanism adjuster at Standard Telephones & Cables Ltd., Belfast factory is working on the mechanical spring armature of a 2,000 type selector mechanism for use in 'Step-by-Step' telephone exchange equipment. Recent orders to STC for Step-by-Step, and crossbar switching equipment, have amounted to more than £5 million, of which £1 million of the equipment was for export.

Registrations of British and Foreign films

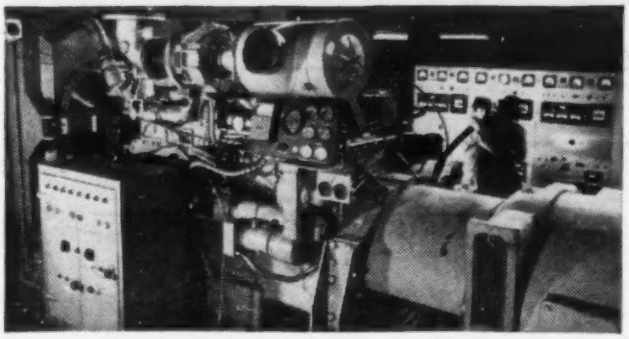
The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, December 26, 1969. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Movietone News 21/6	Br/E 34331	7	December 24	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Pathe News 69-103	Br/E 34383	7	December 24	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
				FOREIGN	
John and Mary	F 34535	92	December 22	Twentieth Century-Fox Film Co. Ltd.	Debrod Productions Inc. and Twentieth Century-Fox Film Corp.
Django, Kill	F 34536	101	December 22	Ranworth Films Services Ltd.	Hispamer Film, Madrid, and G.I.A., Cinematografica, Rome.
Wanted	F 34537	104	December 22	" "	Documento Films, Rome

British capital goods exports

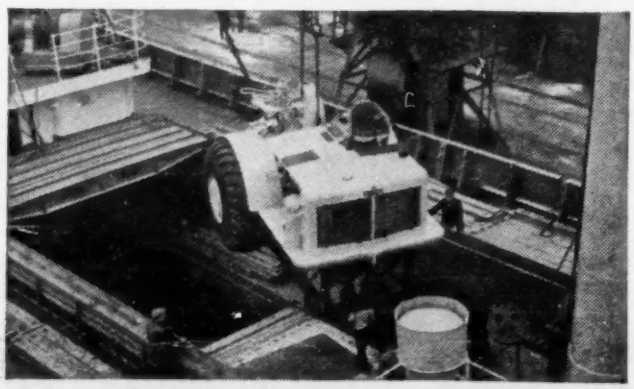
A section of Biplec furnace being loaded on board the USSR ship 'Kamerisk' at Hull docks recently. The furnace is part of a £2 million order manufactured in Staffordshire, to be installed at the Zil and Gorki car factories in Moscow.

An engineer at STC's Microwave and Line Division, Basildon, makes final checks to a rack of coaxial cable systems. The Australian Post Office has placed two more orders with STC for this equipment, totalling £150,000.



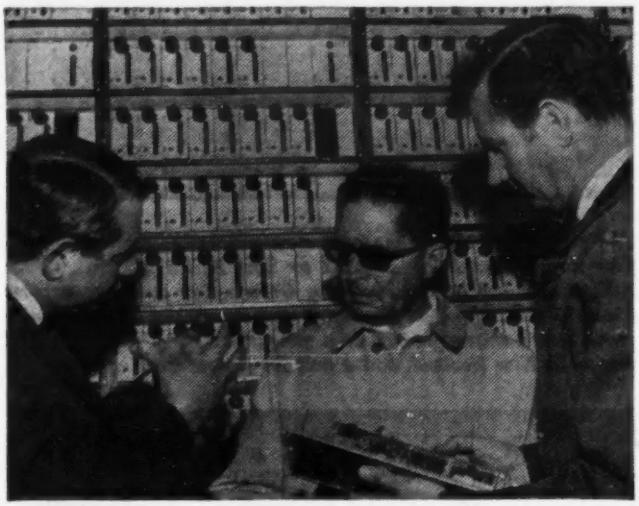
The photograph shows one of a range of generators and switchgear mechanisms being supplied to East Africa by MIE Power Ltd., a member of the Morrison Group. The company exports about 95 per cent of its generating and emergency standby equipment, recent shipments include a gas turbine for a meteorological station in New Zealand, and a unit for a new hotel in Singapore.

Part of a large consignment of telephone cable for the China Light and Power Co., manufactured by the Super-tension Cable Division of BICC, being loaded onto a P. and O. cargo liner at Tilbury, for shipment to Hong Kong.



Lep Transport, United Kingdom agents of the Rumanian Freight Forwarding organization, are involved in the shipment of equipment for a £22 million irrigation project being built by a British consortium of firms headed by Taylor Woodrow International Ltd. Here earth-moving equipment is loaded onto a Rumanian ship at Manchester Docks.

Overseas visitors see British industry



Col. Ascurruz (centre) President of ENTEL Telecommunications of Bolivia recently visited the modern telex centre of St. Botolphs, with his hosts, the transmission division of the Telephone Manufacturing Co. Ltd. In the picture he discusses TMC equipment with Mr. Alec Garin (left), TMC regional sales manager, and Mr. Kenneth King (right), commercial manager of TMC Transmission Division.

Mr. R. Imber (right) administrative director of Aladdin Industries Ltd., shows Mr. Yoshihiko Miwa, a Japanese industrial journalist, models of the traditional range of oil heaters during Mr. Miwa's tour of the company's Greenford office. Mr. Miwa also saw some of the company's new products including central heating, housewares and vacuum flasks.

Mr. Edward Gamble (centre), area sales manager for South America for Pye Telecommunications Ltd., discusses progress of a $ 4 million Brazilian order, with the leader of a Brazilian delegation to Pye, General Leonel Mauricio Leao de Queiroz (right) and Dr. J. W. Westhead, managing director of Pye Telecommunications Ltd.

Hassan Mohamed Ali, director general of administration in the Iraqi Ministry of Municipal and Rural Affairs (extreme left) discusses an automotive battery cell during his visit to the Clifton Junction factory of Electric Power Storage Ltd. The visit is part of a Government sponsored Iraqi delegation to Britain.

A party of Sudanese visitors leave the offices of J. E. Lesser (International) Ltd., after discussions on the possible use of Lesser systems in the Sudan.

Exhibitions and Fairs

Teaching aids in Toronto

by P. F. Newman, British Government Office, Toronto

Discussing business on one of the British stands at the Canadian Education Showplace, Toronto.

MORE YEARS BACK than I care to contemplate, when various despairing teachers were endeavouring to hammer the three R's into my unreceptive skull, the implements of their profession were chalk, blackboard and textbook. 'Stinks' was perhaps the only teacher who had any particularly specialized paraphernalia. Surrounded by bunsen burners, beakers, burettes and bottles, he presided in the smelly sanctum of the chemmy lab in an atmosphere redolent of the alchemist, along with much of the mystery. But time has changed all that.

In the classroom of today it would seem that the chalk and blackboard have been replaced by the overhead projector and closed circuit television. The textbook by the tape recorder. And all manner of sophisticated set pieces to aid the teachers of chemistry and physics in proving the incontrovertibility of the fundamental laws of their sciences. Experiments which often enough came unstuck in the days of my youth – to our unmitigated glee, as I remember well!

In a country like Canada where 50 per cent of the population is under 25 years of age and post secondary enrolments are expected to double in the next five years (from today's 680,500 to 1,374,700 in 1975), the demand for new buildings, facilities and equipment is increasing at a phenomenal rate. So is the expense. An increase of 103·8 per cent between 1964 and 1967 has been recorded by the Dominion Bureau of Statistics in Ottawa. All this adds up to big business in the market for teaching aids and so it was not surprising to see such a well-filled exhibition of products of this kind at the Canadian Education Showplace, Toronto (December 4 to 6).

Because this show has always been seen by our Trade Commission to be an excellent opportunity for displaying British-made educational aids of all kinds, we were particularly gratified that this year the London Chamber of Commerce were able to sponsor a group of 16 British manufacturers wishing to take advantage of the joint venture scheme terms the Board of Trade were offering the industry. These 16 firms altogether occupied 3,000 square feet of booth space and judging by initial reports we have received should boost British exports in this category by many millions of dollars over the next few years. Indeed, one manufacturer reported to us that by coming to this exhibition he had been amazed to find a potential million *pound* sterling market for his product range.

Altogether, three days well spent. The next show will be held in Toronto from October 22-24, 1970, and this show has been timed for October annually henceforward. Plans are now being laid for a return and it would be advisable if firms who are interested in participating then would make their interest known to Trade Promotions Branch of the Board of Trade at Tower Block, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757), at the same time stating approximately how much booth space they would require. This is usually supplied by the Board of Trade in modular multiples of 5 feet width and 12 feet depth.

£2 million sales at British exhibition in Tel Aviv

NEW BUSINESS in excess of £2 million will be the immediate return from the British Engineering and Scientific Equipment Exhibition in Tel Aviv whch ended on December 16. Sales worth several times this figure are likely in the long term as a result of the promotion, it is reported.

The event was planned by the Board of Trade, the British Embassy in Tel Aviv and BNEC Israel to give further impetus to the sale of British capital goods for Israel's ambitious industrial development programme.

Mr. Jan Lewando, chairman of BNEC Israel, said on his return from Israel: 'The great interest shown by the Israeli Government and industry was a clear indication of the excellent timing of the event'.

The event covered 60,000 sq. ft. and included four pavilions. 120 British companies participated in the exhibition which was organized on joint venture terms by the Board of Trade and the Central Office of Information. The engineering companies were sponsored by the London Chamber of Commerce and the 22 scientific instrument manufacturers by SIMA.

The largest section of the exhibition was the Machine Tools Exhibition which housed 38 leading British machine tool manufacturers. The equipment included examples of the most advanced numerically controlled machines and nearly all the exhibits were sold only a short time after the event opened.

Mr. Lewando said: 'The Israeli customers found the quality, prices and prompt delivery dates very acceptable and demand for machines on show and other models in the makers' range far exceeded expectations'.

Electronic and scientific instruments shared another large pavilion and the other two were for general engineering companies.

Entry to the exhibition was by invitation and the total attendance of over 10,000 included visitors from Haifi, Jerusalem and many other Israeli centres. Special parties came from Athens, Tehran, Nicosia and Ankara under special arrangements made by BNEC Israel with the British Embassies concerned.

The Tel Aviv Exhibition was the second of a new type of British promotion organized by the Board of Trade, BNEC and the London Chamber of Commerce and Trade Associations.

British technical film shows in Hungary

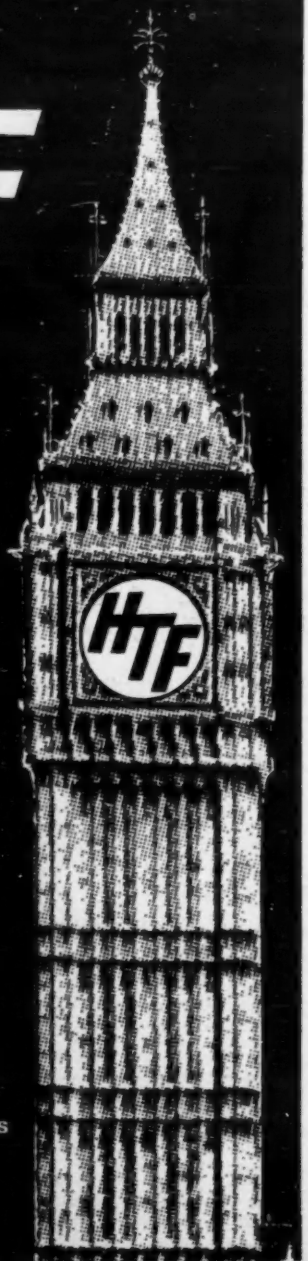
THE BRITISH electrical industry was chosen as the theme of the 1969 Film Exhibition of the Hungarian Electrotechnical Association in October and November. In recent years the Association has shown 55 films from well-known British firms, and British films form a large share of the foreign films shown to the Hungarian public.

Colour films for the exhibition were supplied by the Central Office of Information through the British Embassy in Budapest, and from these 12 films were chosen for screening.

The Film Exhibition in Budapest consisted of two film shows of about four hours' duration. After the British Travel Association's 'Three Weeks in Britain', there followed 11 technical films from different fields of electrotechnics. The audience could choose between listening to the original English language commentary or the Hungarian translation. There was also an associated exhibition of British industrial photographs, magazines, books and catalogues as well as films shown in previous years.

All the British films sent for the Film Exhibition were shown by the Association in October and November in several Budapest factories and institutions, and also in many Hungarian towns, where they attracted large audiences.

Come to the HTF



In January 1970 the International Hardware Trades Fair will be held at Olympia London for the 16th consecutive year. Established as one of the World's great trade fairs, the HTF provides an unrivalled market place for all those engaged in the hardware trade. Hand tools. Housewares. Ironmongery. Hardware. everything involved in equipping and maintaining home and garden are included in the 30,000 products exhibited by manufacturers from 80 different countries. If you are in hardware join the 40,000 buyers who will visit the 1970 HTF. There you will find the goods and make the commercial connections vital to the expansion of your own business.

Your visit will be smoothly organised if you write to:—

Universal Exhibitions Hospitality Service
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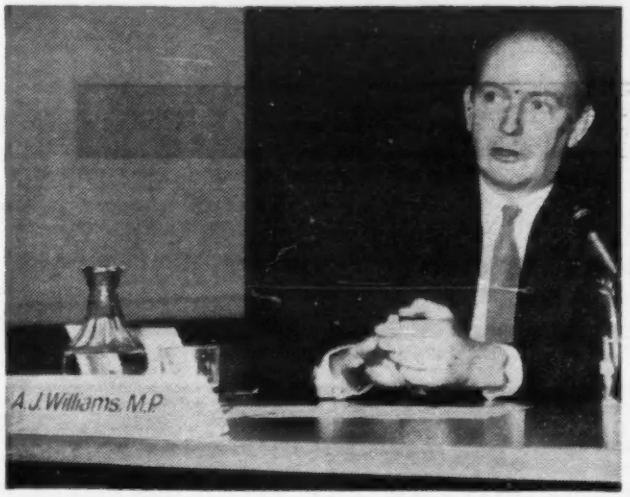
THE INTERNATIONAL HARDWARE TRADES FAIR
OLYMPIA · LONDON
26 - 30 JANUARY 1970



Mr. Alan Williams, Joint Parliamentary Secretary, Ministry of Technology, at the 'Management Decision through Information' conference held at Imperial College, from December 16 to 18.

Display material provided by the Board of Trade was used effectively by the Dietmar Warmuth department store in Villach, Carinthia, which staged a promotion of British goods concurrently with the major British Week in Vienna (October 10-18). The store had bought in £50,000 worth of British goods for this promotion, the bulk of it being ready-made clothing and the remainder made up by clothing materials, haberdashery and toys. Two other shops in the main street owned by Herr Warmuth displayed kitchenware and furniture from Britain. Herr Warmuth, the store owner, reports that during the Week sales in all departments were higher than usual and especially in ready-made clothing. He expects to increase his purchases from the United Kingdom as a result, and is considering repeating the exercise in 1970.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Austria and Poland

THE AUSTRIAN Federal Chamber of Commerce Journal *Internationale Wirtschaft* of November 14 published details of the Protocol for 1970 to the Austrian/Polish Long-Term Trade Agreement which was signed on November 17, 1967. The Protocol, which has just received the formal approval of the Austrian Government, sets out in detail the agreed quotas of commodities to be imported into both countries in 1970 and a list of Polish goods which may be imported into Austria free of quota restrictions but still subject to automatic import licensing.

Polish exports to Austria covered by the agreement are agricultural products, chemicals, machinery and electrical equipment.

Austrian exports to Poland covered by the Agreement are electrical equipment, chemical and pharmaceutical products and iron and steel products.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

Tunisia and Libya

THE TUNISIAN *Journal Officiel* of November 14, 1969 announced the renewal for a further year from July 1 of the trade agreement of 1961 between Tunisia and Libya.

Details relating to quota arrangements can be obtained from Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475) to whom all further inquiries should be addressed.

Upper Clyde Shipbuilders announce that the New Zealand Government Railways have placed an order for a rail ferry for the inter-island Cook Strait service between Wellington and Picton. Picture shows the signing of the contract for the £3½ million rail ferry. From left to right (standing): A. F. Crawford (financial director, UCS); W. Hutchison (trade union chairman of the UCS Joint Council); C. L. Hudson (local director, UCS); J. M. Hamilton (marketing director, UCS); B. Wallace (joint secretary of the UCS Joint Council). Seated: K. Douglas (managing director, UCS); I. Thomas (general manager, New Zealand Railways), and A. E. Hepper (chairman, UCS).

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on page i-viii of October 1 issue.

Robert Hough

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Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

Part of a £50,000 contract for pneumatically powered valve actuators, destined for a Shell refinery in France, being prepared for despatch at the Bath, Somerset, factory of Rotork Controls Ltd.

ALGERIA

Bulletin 249/69

PORT OF ALGIERS AUTHORITY.
Cranes. January 15, 1970. E.S.B. 52349/69/J.

AUSTRALIA

Bulletin 247/69

DEPARTMENT OF SUPPLY, MELBOURNE:
Lathe. January 14, 1970. E.S.B. 51935/69/J.
AUSTRALIA NATIONAL UNIVERSITY, CANBERRA:
Mechanical and Electrical Services. January 27, 1970. E.S.B. 51794/69/J.
DIRECTOR OF WORKS, PHILLIP, ACT:
Mechanical Services. February 17, 1970. E.S.B. 51939/69/J.

Bulletin 248/69

WIDE BAY-BURNETT REGIONAL ELECTRICITY BOARD:
*34s. **Transformers.** January 16, 1970. E.S.B. 51931/69/J.
DEPARTMENT OF HARBOURS AND MARINE, BRISBANE:
*40s. **Gas Buoys.** January 14, 1970. E.S.B. 51940/69/J.

Bulletin 249/69

AUSTRALIA NATIONAL UNIVERSITY, CANBERRA:
Construction of College. February 11, 1970. E.S.B. 52377/69/J.
DEPARTMENT OF SUPPLY, MELBOURNE:
Pump. January 23, 1970. E.S.B. 52395/69/J.

BELGIUM

Bulletin 247/69

SHAPE HEADQUARTERS:
Offset Press. January 20, 1970. E.S.B. 51932/69/J.

BURMA

Bulletin 246/69

UNION OF BURMA RAILWAY BOARD:
*3s. **Hoists, Pulley Blocks.** January 7, 1970. E.S.B. 51915/69/J.
*3s. **Battery Charging Set.** January 9, 1970. E.S.B. 51917/69/J.
*3s. **Pumps.** January 9, 1970. E.S.B. 51918/69/J.
*3s. **Grinding Machine.** January 12, 1970. E.S.B. 51914/69/J.
*3s. **Welding Sets.** January 9, 1970. E.S.B. 51916/69/J.
*4s. **Metal Working Machines.** January 12, 1970. E.S.B. 51919/69/J.

Bulletin 247/69

PEOPLE'S OIL INDUSTRY:
*3s. **Pipe Fittings.** January 19, 1970. E.S.B. 51594/69/J.
ROAD TRANSPORT BOARD:
*10s. **Tyres and Tubes.** January 31, 1970. E.S.B. 51749/69/J.

Bulletin 248/69

MYANMA EXPORT IMPORT CORPORATION:
*3s. **Diesel Engine Spare Parts.** March 20, 1970. E.S.B. 51930/69/J.
*2s. **Welding Set.** January 20, 1970. E.S.B. 52322/69/J.
*4s. **Welding Sets.** January 18, 1970. E.S.B. 51982/69/J.
*3s. **Switch Fuse.** February 28, 1970. E.S.B. 51983/69/J.
*3s. **Steel.** January 27, 1970. E.S.B. 52316/69/J.
*5s. **Copper Conductor.** January 16, 1970. E.S.B. 52317/69/J.
*11s. **Bridge.** January 28, 1970. E.S.B. 52319/69/J.
*3s. **Generating Set.** January 23, 1970. E.S.B. 52323/69/J.
ELECTRICITY SUPPLY BOARD:
*31s. **Electrical Supplies.** (Further Information.) E.S.B. 48402/69/J.
STATE TIMBER BOARD:
*3s. **Steel Plate.** February 10, 1970. E.S.B. 52313/69/J.
MYANMA EXPORT IMPORT CORPORATION:
*3s. **Hand Tools; Chain.** January 17, 1970. E.S.B. 52351/69/J.
*3s. **Steel Tubes.** January 17, 1970. E.S.B. 52354/69/J.
*3s. **Circular Saws.** February 10, 1970. E.S.B. 52378/69/J.
*6s. **Nuts, Bolts and Washers.** January 26, 1970. E.S.B. 52380/69/J.
*3s. **Abrasive Material.** March 15, 1970. E.S.B. 52381/69/J.
AGRICULTURAL AND RURAL DEVELOPMENT CORPORATION:
*4s. **Air Compressors.** January 17, 1970. E.S.B. 51985/69/J.
*4s. **Air Compressor.** January 17, 1970. E.S.B. 52329/69/J.
*3s. **Pumps.** January 17, 1970. E.S.B. 51986/69/J.
*4. **Pump.** January 17, 1970. E.S.B. 52330/69/J.
*3s. **Tyre and Tube Sets.** January 17, 1970. E.S.B. 52315/69/J.
*6s. **Geophysical and Geological Instruments.** January 17, 1970. E.S.B. 52350/69/J.
*3s. **Electrical Resistivity Instrument.** January 17, 1970. E.S.B. 52352/69/J.
*4s. **Arc Welders.** January 17, 1970. E.S.B. 52353/69/J.
TEXTILE MILLS PROCUREMENT COMMITTEE:
*12s. **Textiles.** January 23, 1970. E.S.B. 52309/69/J.
*12s. **Yarn.** January 23, 1970. E.S.B. 52310/69/J.
PEOPLE'S OIL INDUSTRY:
*6s. **Pipe Fittings.** February 28, 1970. E.S.B. 51984/69/J.
*3s. **Ammonia Liquid Gas.** January 21, 1970. E.S.B. 51987/69/J.
*3s. **Copper Sulphate; Sodium Sulphite.** January 20, 1970. E.S.B. 51988/69/J.
*3s. **Hose Clips.** January 19, 1970. E.S.B. 51989/69/J.
PUBLIC WORKS CORPORATION:
*4s. **Copper Tape, Plate and Rods.** January 15, 1970. E.S.B. 52318/69/J.
PORT OF RANGOON:
*2s. **Grinding Machine.** January 20, 1970. E.S.B. 52320/69/J.
*3s. **Bolts and Nuts Making Machine.** January 20, 1970. E.S.B. 52321/69/J.
*3s. **Steam Jet Cleaner.** January 27, 1970. E.S.B. 52385/69/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as* 500 *calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments.' summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only* £10 10*s.*

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin,** *Board of Trade, Room H24, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

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Bulletin 249/69
*3s. Greasing Unit. January 27, 1970. E.S.B. 52382/69/J.
*3s. Vehicle Washing Plant. January 27, 1970. E.S.B. 52384/69/J.
PUBLIC WORKS CORPORATION:
*18s. Drilling Equipment; Air Compressors. January 21, 1970. E.S.B. 52379/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. Packing and Jointing Material. March 3, 1970. E.S.B. 52383/69/J.
BURMA RELAY BOARD:
*3s. Cable. January 27, 1970. E.S.B. 52387/69/J.
*3s. Copper Cable. January 27, 1970. E.S.B. 52388/69/J.

CEYLON

Bulletin 248/69
EASTERN PAPER MILLS CORPORATION:
Newsprint. March 10, 1970. E.S.B. 52332/69/J.
STATE ENGINEERING CORPORATION:
*3s. Drill Steels. January 18, 1970. E.S.B. 52342/69/J.
*5s. Air-Conditioning Equipment and Accessories. January 19, 1970. E.S.B. 52343/69/J.
Bulletin 249/69
CEYLON OIL AND FATS CORPORATION:
*61s. Animal Feed Mill Plant. January 31, 1970. E.S.B. 52314/69/J.

CYPRUS

Bulletin 249/69
PUBLIC WORKS DEPARTMENT:
*12s. Laboratory Equipment. January 24, 1970. E.S.B. 52391/69/J.

GREECE

Bulletin 246/69
PUBLIC POWER CORPORATION:
Regulating Resistance and Measuring Instruments. January 19, 1970. E.S.B. 51908/69/J.
MINISTRY OF TRADE:
*15s. Test Car. January 9, 1970. (Further Information.) E.S.B. 20564/69/J.

HONG KONG

Bulletin 246/69
GOVERNMENT SUPPLIES DEPARTMENT:
*10s. Pipes and Fittings. January 16, 1970. E.S.B. 51909/69/J.
*13s. Valves. January 16, 1970. E.S.B. 51910/69/J.
Bulletin 247/69
*6s. Cap Badges and Tunic Buttons. January 16, 1970. E.S.B. 51937/69/J.
COLONIAL SECRETARIAT, CENTRAL GOVERNMENT DEPARTMENT:
Television Studio Broadcasting Equipment. February 13, 1970. E.S.B. 51938/69/J.

INDIA

Bulletin 248/69
OIL AND NATURAL GAS COMMISSION:
Elevator Spider. January 22, 1970. E.S.B. 52427/69/J.

IRAN

Bulletin 247/69
IRAN TOBACCO COMPANY:
*7s. Fork Lift Trucks. (Further Information.) E.S.B. 50736/69/J.

IRISH REPUBLIC

Bulletin 247/69
CLONOS URBAN DISTRICT COUNCIL:
Water Supply Scheme. January 27, 1970. E.S.B. 51970/69/J.

JORDAN

Bulletin 248/69
JORDAN CEMENT FACTORIES CO. LTD.
*2s. Cement Paper Bags. January 20, 1970. E.S.B. 52365/69/J.

KUWAIT

Bulletin 246/69
MINISTRY OF ELECTRICITY AND WATER:
*19s. Valves. January 25 1970. E.S.B. 51924/69/J.
*11s. Fuel Tanker Truck. January 18. 1970. E.S.B. 51923/69/J.
*32s. Generator Sets. January 25 1970. E.S.B. 51925/69/J.
MINISTRY OF GUIDANCE AND INFORMATION:
*9s. Magnetic Tapes. January 20, 1970. E.S.B. 51920/69/J.

MALAYSIA

Bulletin 246/69
STATE TENDER BOARD:
*3s. Conductors. January 19 1970. E.S.B. 51912/69/J.
Bulletin 247/69
PUBLIC WORKS DEPARTMENT:
Air-Conditioning Window Units: Electrical Ceiling Fans. January 14, 1970. E.S.B. 51968/69/J.
TELECOMMUNICATIONS DEPARTMENT, KUCHING:
Telephone Exchange Equipment. January 21, 1970. E.S.B. 51969/69/J.
Bulletin 249/69
PUBLIC WORKS DEPARTMENT:
*54s. Construction of Bridge Superstructure. January 19, 1970. E.S.B. 51997/69/J.

MALTA

Bulletin 247/69
THE ACCOUNTANT-GENERAL AND DIRECTOR OF CONTRACTS:
Photographic Equipment. January 15, 1970. E.S.B. 51942/69/J.
Fire Fighting Equipment. January 15, 1970. E.S.B. 51943/69/J.
MALTA ELECTRICITY BOARD:
*9s. Cable. January 13. 1970. E.S.B. 51967/69/J.

MEXICO

Bulletin 247/69
COMISION FEDERAL DE ELECTRICIDAD:
*37s. Circuit Breakers. January 14. 1970. (Further Information.) E.S.B. 47827/69/J.

NEW ZEALAND

Bulletin 246/69
NEW ZEALAND FOREST SERVICE:
*7s. Lathe. January 15. 1970. E.S.B. 51795/69/J.
POST OFFICE HEADQUARTERS:
*4s. Augers and Auger Bits. January 29 1970. E.S.B. 51905/69/J.
*12s. Telecommunications Equipment. January 14. 1970. E.S.B. 51907/69/J.
*4s. Wire. January 29. 1970. E.S.B. 51906/69/J.
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DEPARTMENT OF EDUCATION:
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*2s. Incubators, Reaction. January 12, 1970. E.S.B. 51901/69/J.
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*2s. Light Guide. January 12, 1970. E.S.B. 51975/69/J.
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*3s. Cable Tracer. January 21, 1970. E.S.B. 52376/69/J.
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NEW ZEALAND FOREST SERVICE:
*3s. Laboratory Accessories. January 16, 1970. E.S.B. 52503/69/J.
NEW ZEALAND RAILWAYS:
*14s. Radio Equipment. February 4, 1970. E.S.B. 52504/69/J.
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*2s. Shakers and Stirrers. January 12. 1970. E.S.B. 52506/69/J.

PAKISTAN

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DIRECTORATE OF SUPPLY, DACCA
*8s. Laboratory Sundries and Chemicals. February 10 1970. E.S.B. 41912/69/J.

SINGAPORE REPUBLIC OF

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PUBLIC WORKS DEPARTMENT:
*3s. Sewers. January 13. 1970. E.S.B. 51933/69/J.

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STATE TENDER BOARD:
*61s. Vehicles, Motor Cycles. January 23, 1970. E.S.B. 51787/69/J.
*8s. Pressure Washer. January 6, 1970. E.S.B. 51789/69/J.
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TRANSVAAL PROVINCIAL TENDER BOARD:
*89s. Vehicles. January 16, 1970. E.S.B. 51332/69/J.
CITY OF DURBAN ELECTRICITY DEPARTMENT:
*23s. Transformers. January 23, 1970. E.S.B. 51930/69/J.
NATAL PROVINCIAL ADMINISTRATION:
*7s. X-ray Units. January 14, 1970. E.S.B. 51962/69/J.
CAPE PROVINCIAL TENDER BOARD:
*9s. Pianos. January 13, 1970. E.S.B. 51963/69/J.
*4s. Paste and Gum. January 13 1970. E.S.B. 51964/69/J.
*4s. Kindergarten Stores. January 20, 1970. E.S.B. 51965/69/J.
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STATE TENDER BOARD:
*24s. Baggage Conveyors. January 20, 1970. E.S.B. 51790/69/J.
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CAPE PROVINCIAL TENDER BOARD:
*11s. Tractor. January 30, 1970. E.S.B. 51936/69/J.
*13s. Vehicles. January 30, 1970. E.S.B. 51976/69/J.
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DIRECCION DE COMPRAS, RENFE:
*67s. (In Spanish.) **Railway Wagons.** January 29, 1970. E.S.B. 51791/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 247/69

SYRIAN ARAB BUILDING CO.:
*2s. (Unofficial English translation.) **Concrete Cutting Machines.** January 20, 1970. E.S.B. 51750/69/J.

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*2s. (In French.) **Vibrating Sieves.** January 15, 1970. E.S.B. 52347/69/J.

TAIWAN

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THAILAND

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VENEZUELA

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CA DE ADMINISTRACION Y FOMENTO ELECTRICO:
*Press Notice (In Spanish.) **Electric Meters.** January 12, 1970. E.S.B. 52392/69/J.

YUGOSLAVIA

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METALKA, EXPORT-IMPORT:
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Bulletin 248/69

NORTHERN ELECTRICITY SUPPLY CORPORATION (PVT) LTD.:
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Inquiry for industrial scouring pads. E.S.B. 46474/

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

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Inquiry for supervisory control, indication and telemetry equipment. E.S.B. A/80/69/J.

AUSTRIA

Bulletin 246/69

Inquiry for smokers' requisites. E.S.B. 51852/69/J.
Agency inquiry for imitation fur coats. E.S.B. 50155/69/J.
Agency inquiry for fur and lambskin coats; overcoats. E.S.B. 51803/69/J.

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Inquiry for vending machines. E.S.B. 37404/69/J.
Agency inquiry for chemicals; chemists' sundries; cosmetics; invalid foods; packaging machinery. E.S.B. 50497/69/J.
Inquiry for groceries. E.S.B. 52628/69/J.

BARBADOS

Bulletin 247/69

Agency inquiry for iron bar; water pipes; plywood doors; steel. E.S.B. 13481/68/J.

BELGIUM

Bulletin 246/69

Inquiry for automatic handling equipment; compressor; electrical equipment; paper finishing machinery; shelving; steam generating plant. E.S.B. 52161/69/J.

BERLIN

Bulletin 247/69

Inquiry for steel nuts. E.S.B. 52607/69/J.

Bulletin 248/69

Agency inquiry for dog care items; pet foods. E.S.B. 52167/69/J.
Inquiry for lambskin. E.S.B. 52237/69/J.

CANADA

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Agency inquiry for camping and mountaineering equipment. E.S.B. 51427/69/J.

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Inquiry for carpet accessories; carpeting. E.S.B. 50220/69/J.
Agency inquiry for trawler fishing nets. E.S.B. 46451/69/J.
Inquiry for artists' supplies and brushes; pottery kilns. E.S.B. 52291/69/J.

Bulletin 248/69
Agency inquiry for electric cable. E.S.B. 39930/69/J.
Agency inquiry for camping equipment; caravans; caravan fittings and furnishings. E.S.B. 51434/69/J.
Inquiry for pliers. E.S.B. 52458/69/J.
Inquiry for potentiometers. E.S.B. 9621/69/J.

CANARY ISLANDS

Bulletin 247/69
Inquiry for construction materials; furs; knitwear; shirts; whisky. E.S.B. 52212/69/J.

CYPRUS

Bulletin 248/69
Manufacture under licence – brassieres; corsetry. E.S.B. 52283/69/J.

DENMARK

Bulletin 247/69
Agency inquiry for aluminium foil. E.S.B. 52004/69/J.
Agency inquiry for scarves. E.S.B. 50573/69/J.

Bulletin 248/69
Agency inquiry for grill equipment; refrigeration equipment. E.S.B. 52143/69/J.
Agency inquiry for knives; scissors. E.S.B. 52289/69/J.

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Bulletin 246/69
Inquiry for children's wear. E.S.B. 19672/69/J.

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Agency inquiry for air and oil filters. E.S.B. 51830/69/J.

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Inquiry for drop forges; metal wheels and rims; rubber tyres. E.S.B. 52297/69/J.

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Inquiry for jam; wheat flour. E.S.B. 52602/69/J.

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Agency inquiry for road signs; metal site buildings. E.S.B. 51097/69/J.
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Agency inquiry for clothing fabrics. E.S.B. 51088/69/J.

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Agency inquiry for tubing; valves. E.S.B. 51100/69/J.
Agency inquiry for industrial cleaning equipment; building maintenance equipment. E.S.B. 48643/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 246/69
*Manufacture under licence in Britain – packaging containers. E.S.B. 45103/69/J.
Agency inquiry for bathroom fittings; containers; drums; tanks. E.S.B. 51613/69/J.
Agency inquiry for woollen piece-goods. E.S.B. 52002/69/J.
Agency inquiry for motor vehicle replacement parts and accessories. E.S.B. 52029/69/J.

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Agency inquiry for canned foods. E.S.B. 52251/69/J.
Inquiry for furniture parts. E.S.B. 52114/69/J.
Inquiry for knitwear. E.S.B. 52234/69/J.
Agency inquiry for scarves and stoles. E.S.B. 51639/69/J.
Agency inquiry for leather products. E.S.B. 52252/69/J.
Inquiry for plastic coated textiles; plastic foil; plastic rainwear. E.S.B. 51837/69/J.
Inquiry for fabrics. E.S.B. 52028/69/J.

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Displaying of prices. E.S.B. 1209/G/J.
Agency inquiry for chemicals-raw materials; plastic-raw materials. E.S.B. 33675/69/J.
Agency inquiry for foodstuffs; whisky. E.S.B. 52170/69/J.
Inquiry for footwear. E.S.B. 52239/69/J.

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Inquiry for circlips; oil seals. E.S.B. 30612/68/J.

GERMANY/SWITZERLAND

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Agency inquiry for measuring devices. E.S.B. 30996/69/J.

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Inquiry for cupola; hoists; jacks; machine tools; ovens; pumps. E.S.B. 51688/69/J.

GREECE

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Agency inquiry for water treatment plants. E.S.B. 51646/69/J.
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Agency inquiry for cutlery; desk and stationery equipment; pottery. E.S.B. 52113/69/J.

Bulletin 248/69
Inquiry for animal feed raw materials; veterinary medicines; vitamins. E.S.B. 52661/69/J.

GUYANA

Bulletin 246/69
Inquiry for packaging machinery. E.S.B. 51050/69/J.

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1s. Inquiry for mild steel plates. E.S.B. 13896/69/J.
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Inquiry for bread boxes; coffee sets; sugar tins; waste bins. E.S.B. 52453/69/J.

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Agency inquiry for tableware; aluminiumware. E.S.B. 44266/69/J.

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Agency inquiry for clothing; hosiery; knitwear; ties. E.S.B. 52155/69/J.

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ITALY

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Agency inquiry for china clay. E.S.B. 51269/69/J.
Inquiry for hospital and laboratory equipment. E.S.B. 13397/69/J.
Inquiry for differential units; gear boxes. E.S.B. 6128/69/J.
Inquiry for echo-encephalograph; four-channel magnetic recorder. E.S.B. 50513/69/J.

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Inquiry for concrete mixers; concrete pumps; steel tubing. E.S.B. 50444/69/J.
Inquiry for stainless steel sheets; refrigerator thermostat control units. E.S.B. 52168/69/J.
Inquiry for pressurestats; pumps. E.S.B. 52418/69/J.

Bulletin 248/69
Agency inquiry for gardening tools and implements. E.S.B. 52120/69/J.
Agency inquiry for chain conveyors; die presses; forging machines; plastic injection moulding machines; handling equipmem. E.S.B. 51619/69/J.
Agency inquiry for soft drinks. E.S.B. 46405/69/J.

JAMAICA

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Inquiry for offal dehydrating plant; plastic bags. boxes and crates. E.S.B. 52457/69/J.

MALAYSIA

Bulletin 247/69
Inquiry for corn oil and animal feed manufacturing machinery. E.S.B. 50864/69/J.

MALTA

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Agency inquiry for watch dials, straps and presentation boxes. E.S.B. 52263/69/J.

NEW ZEALAND

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Inquiry for gold leaf; grave furniture. E.S.B. 52151/69/J.

NORWAY

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Agency inquiry for masking tape. E.S.B. 48573/69/J.

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Inquiry for wire. E.S.B. 52450/69/J.

PHILIPPINES, REPUBLIC OF THE

Bulletin 248/69
Inquiry for steel billets. E.S.B. 15543/69/J.

POLAND

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Inquiry for sawing machine; hydraulic tightener. E.S.B. 12409/69/J.

PORTUGAL

Bulletin 247/69
Inquiry for yarns. E.S.B. 52426/69/J.

QATAR

Bulletin 246/69
Inquiry for building materials and fittings. E.S.B. 50214/69/J.

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Agency inquiry for air-conditioning equipment; domestic electrical appliances; gas cookers; refrigeration equipment. E.S.B. 51828/69/J.

SOUTH AFRICA

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Inquiry for bag-making machine. E S.B. 52163/69/J.
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Inquiry for antibiotics; powdered milk; vitamins. E.S.B. 40879/69/J.

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Inquiry for animal feed mixing plant and ancillary equipment. E.S.B. 52008/69/J.

SWEDEN

Bulletin 248/69

Agency inquiry for compressors; fire-fighting engines and equipment; loaders; rollers. E.S.B. 52210/69/J.
Agency inquiry for petri-dishes. E.S.B. 52104/69/J.
Agency inquiry for smoke purification units; thermo-regulation units; valves. E.S.B. 6599/69/J.

SWITZERLAND

Bulletin 246/69

Inquiry for packing and sealing machines. E.S.B. 44968/69/J.
Agency inquiry for prefabricatd wooden chalets; wooden sauna. E.S.B. 52164/69/J.
Agency inquiry for insulating materials; paints; building industry products. E.S.B. 44677/69/J.
Agency inquiry for aluminium and stainless steel wire. E.S.B. 22809/69/J.

Bulletin 247/69

Agency inquiry for imitation fur for bedspreads. E.S.B. 41224/69/J.
Agency inquiry for hacksaw blades; steel. E.S.B. 52082/69/J.
Inquiry for magnesium powder; magnesium/aluminium powder. E.S.B. 47937/69/J.
Agency inquiry for women's clothing. E.S.B. 36507/69/J.

Bulletin 248/69

Agency inquiry for wool tops dry combed; wool and acrylic combing laps. E.S.B. 47223/69/J.
Agency inquiry for paper. E.S.B. 52422/69/J.

UGANDA

Bulletin 246/69

Regulations for cigarettes imported from outside East Africa. E.S.B. 52084/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 246/69

Inquiry for metering batching balances. E.S.B. 44115/69/J.

UNITED STATES OF AMERICA

Bulletin 246/69

Inquiry for velvet. E.S.B. 51453/69/J.
Inquiry for gasket materials. E.S.B. 46835/69/J.

Bulletin 247/69

Inquiry for glass tubing. E.S.B. 52438/69/J.

Bulletin 248/69

Inquiry for jersey fabrics. E.S.B. 52658/69/J.

VENEZUELA

Bulletin 246/69

Agency inquiry for asphalt plants; dock cranes; stone crushing machinery. E.S.B. 51851/69/J.

ZAMBIA

Bulletin 247/69

Inquiry for engines (diesel and petrol) spare parts. E.S.B. 49795/69/J.

Bulletin 249/69

Inquiry for cotton print dress materials. E.S.B. 52447/69/J.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices "*... essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form,*" – *The Times* Monthly **5s.** (*by post* **5s. 6d.**). Annual subscription **£3 6s.** including postage.

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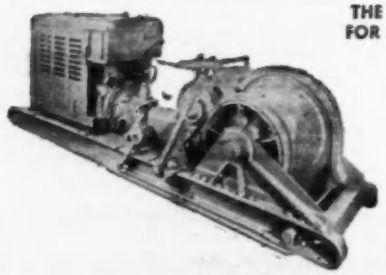

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in October 1 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of October 1 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel 01-248 5757).*

Latin American sales drive

A CONCENTRATED sales tour of Latin America and the West Indies is being made by Mr. Ibrahim Hassan Okhai, one of two partners in the Dundee firms of Shabnam Investments and the Tayside Vacuum Flask Company. The firms were started just over a year ago by Okhai and his brother, Dr. Abdul Aziz Okhai. In the first complete 12 months of operation their sales of carrier bags and vacuum flasks, a 100 per cent export, totalled £130,000.

To achieve this Dr. Okhai spent 11 months on a sales tour of East Africa, the Congo, the Middle East, Cyprus and Malta. Orders obtained by him ranged from £9 11s. 6d. to more than £3,000.

Mr. Ibrahim Okhai plans to visit 25 towns and cities, including Lima, Bogota, Caracas, Port of Spain, Bridgetown, Dominica, Santo Domingo, Kingston, Guatemala, Nassau, and Bermuda. The length of his stay abroad will depend on the market demand.

On his return, Dr. Okhai plans to make a sales tour of the United States and Canada.

Promising introduction to Sweden

FARMILOE SEALANTS Ltd., a member of the Reed Building Products division, was one of 10 British companies which took part in a joint venture display sponsored by the Building Materials Export Group and the Board of Trade at the recent International Stockholm Technical Fair. The company reports that its stand was crowded throughout the exhibition, mainly by architects – who required the encouraging follow-up visit of a representative. Farmiloe Sealants is entering the Finnish market in 1970 and visitors from that country showed particular interest in what will shortly be available to them.

Orders were taken for 18,000 square metres of Farmiloe's roofing materials, and extensive interest was also shown in Farmiloe's comprehensive range of sealants.

Commenting on the success of their stand, Farmiloe Sealant's managing director, Mr. J. Briant, said: 'We are already established in Norway and Denmark, and this exhibition was our first introduction to the Swedish market. So successful was this exhibition for us, that in seven days we established sales and potential sales equal to 12 months' hard field work.'

Back with £500,000 orders

BACK FROM FRANKFURT with nearly £500,000 worth of orders for aviation equipment is the sales team from Boulton Paul Aircraft, a Dowty company. The orders are for high-priority hydraulic equipment for civil and miltary aircraft, including the US-built F-104G Starfighter and the Bölkow 105 helicopter.

'These orders are the initial tangible result of our visit to Germany,' reports Mr. A. W. Turner, Boulton Paul's managing director, who headed the team. 'We believe that there are more to be won and we are going back to ensure that in the future we shall obtain our full share of them.'

Successful trip

MR. PAT FREEMAN, managing director of T. G. Green Ltd.—the Burton-on-Trent china and pottery firm—recently returned from a highly successful round-the-world sales trip. Main countries he visited were the United States, Canada, Australia and New Zealand, and from these countries he secured orders in excess of £10,000.

Commenting on his trip to America, Mr. Freeman said that the great interest there was for the company's cookware. 'The tendency now is for the big departmental stores to set up "cookshops", separate from the china department, where the cookware products are displayed well—and sell well.'

Another country where Mr. Freeman met with success was in New Zealand, where he found buyers extremely receptive.

In 1970 the company will be going all out to increase sales, with plans for further visits to the United States and several European countries.

OUTWARD MISSION

Firm orders, big potential

FIRST REPORTS by returning members of the Dundee Chamber of Commerce trade mission to Australia and New Zealand show that provisional firm orders obtained during their five-week visit from October 26 to November 28 total £378,613, with a further £480,000 worth of potential orders.

In addition, it was estimated that accrued business for 1970 was in the region of £2½ million.

These figures were revealed by Mr. W. S. Caird, president of the Chamber, at its meeting on December 2. He said that this was the highest value of orders brought back by any mission which had been organized by the Dundee Chamber.

Biggest demand seemed to have been for textile machinery, telecommunication equipment and whisky.

Eighteen companies took part in the mission, which was led by Mr. Andrew Kyle, former president of the chamber.

During their joint meeting in the United Kingdom in October, members of the British and French Ceramic Societies visited the research laboratories of General Refractories Ltd. at Worksop. Pictured is Mr. Jack Hilton, managing director of General Refractories Ltd. (left), talking to M. Robert Masson, from Paris, a member of the Syndicat National des Industries Francaises de Produits Refractaires, at a luncheon after the visit.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Repeat order from New York

Commercial Finance (Containers) Ltd., the Manchester-based container hire firm, announce an order worth $75,000 (£30,000) for the lease of a large number of 20-ft. standard steel containers to a New York freight company for their customers' European and American shipments.

Earlier this year CFC won a $150,000 order from the same company in the face of keen international competition.

Furnace for Hong Kong

The engineering division of Ferro (Great Britain) Ltd., Wombourne, Wolverhampton, have received an order from Hong Kong for a continuous furnace for the firing of porcelain enamel. The furnace, to be installed at Ting Fung Ironworks, will be the first of its type in this part of Asia. The value of the contract is £33,000.

More high-power klystrons for Sweden

English Electric Valve Co. Ltd., Chelmsford, Essex, have received further orders for high-power amplifier klystrons and associated circuit assemblies from Philips Teleindustri AB, Sweden.

£500,000 contract from Peking

Coventry Gauge & Tool Co. Ltd., a member of the machine tool division of Tube Investments, have successfully negotiated a £500,000 contract with the purchasing group of the Chinese National Machinery Import and Export Corporation of Peking. The contract, signed in Berne, covers various Matrix machine tools, including gear grinders, thread grinders and special machine tools.

Poland, too, favours Coventry Gauge & Tool products – in addition to recent contracts totalling almost £½ million, mainly for Matrix machine tools, another contract for approximately £300,000 is expected early in 1970.

Charles H. Churchill Ltd., another TI company, report sales of a number of gear finishing machines to the Chinese market.

£111,500 contracts from Poland

Quickfit and Quartz Ltd., of Stone, Staffs., have obtained contracts from Poland for laboratory glassware and scientific instruments valued at £111,500, for delivery in 1970.

Mr. E. S. Pearse, managing director, reports that this is the culmination of a concentrated and successful sales drive, including attendance at five exhibitions in Eastern Europe during the current year.

Mr. H. Pokora, the firm's European sales manager, recently returned from his seventh visit this year to Poland.

Wire ropes in demand

A new bridge in South America and a large new sports stadium in Sweden are two important projects for which British Ropes Ltd., Doncaster, recently received orders for wire rope.

The Rio Parana bridge in Argentine will use 400 tons of bridge cable and, when completed in 1971, will link the provinces of Chaco and Corrientes, north of Buenos Aires. This is the first bridge in South America for which British Ropes are to supply suspension ropes, although the company has joined with four other wire manufacturers in Britain to supply over 6,000 tons of prestressed concrete wire for a six-mile-long bridge in Brazil. The value of the Argentina order is £150,000.

The order for Sweden, worth £30,200 is for steel strand to suspend the roof of the Valhalla stadium in Gothenburg. Although British Ropes has supplied ropes for similar buildings in Sweden, this is the largest building to date to use the company's rope.

Other important jobs with which British Ropes have been recently concerned include the Lillebaelt road bridge in Denmark – the largest single export order the company has ever received (over 4,000 tons of wire rope) – and the British Pavilion for Expo 70 at Osaka, which is supported by Doncaster-made wire rope.

The two most recent export orders for stainless steel dairy fittings to be won by TI Stainless Tubes Ltd. involve £10,000 worth of bends, tees and plug cocks for the National Milk Board of Ceylon and plug cocks worth £4,000 for the dairy industry of New Zealand. The plug cocks shown here being assembled are part of the recent order from New Zealand.

Exports 30 per cent of turnover

With the receipt of two further export orders, together worth £52,000, Fourways (Engineers) Ltd., of Lye, Stourbridge, Worcs., a member of the Allen (Tipton) group of companies, announce that in the first seven months of their financial year turnover is already 67 per cent higher than in 1968, exports currently accounting for about 30 per cent, an increase of 10 per cent on last year.

Larger of the two contracts referred to – worth £32,000 – is for a complex of chain and slat roller conveyors with special transfer mechanisms, being built to handle 45-gall. oil drums in the first phase of a handling plant being constructed in Singapore by a petroleum company.

The second order, worth £20,000 placed by the Ceylon Fertilizer Corporation in Colombo, consists of a series of portable conveyors capable of handling 2-cwt sacks of fertilizer – second order Fourways have received from the Ceylon company in the past year.

Overseas trade 50 per cent up

Having won the Queen's Award to Industry for export achievement last year, Multitone Electric Co. Ltd., London, are well on the way to establishing another outstanding success. Overseas trade during the first 10 months of 1969 increased by more than 50 per cent compared with the corresponding period in 1968.

Multitone now export their pocket paging systems to more than 60 countries. Recent contracts include systems for Siemen's new offices in Oslo; Madrid's famous store – El Corte Ingles; the large Feyzin oil refinery in France, and in Papua, New Guinea, for locating medical and nursing staff in Port Moresby Hospital.

Tractors for Norway

A repeat order for five Mk II 'Mini Horse' pedestrian-controlled tractors has been placed by Carl Sejersted Bodtker, of Norway, with ML Aviation Co. Ltd., White Waltham, Berks. The tractors, with electrical starting, are the latest in a series developed by ML Aviation to manoeuvre light aircraft, four-wheel trailers, etc., weighing up to about 40,000 lb., with complete safety and control.

Third of production for export

As a result of contracts from the United States and Spain, over a third of the 1970 vitreous china products of Ideal-Standard Ltd., Hull, Yorks., will be for export markets. The company's latest success is an order for 120,000 pieces of sanitaryware for the United States. Delivery of the equipment, made to American standards, begins in January.

An order for 100,000 pieces of sanitaryware will be shipped to Spain in the first six months of 1970; this follows an order for 60,000 pieces delivered this year.

£350,000 orders from Saudi Arabia

Orders totalling more than £350,000 have been received from Saudi Arabia by member companies of the Aberdare Holdings Group for the supply of transformers, switchgear and associated equipment for the latest extensions to the Abu Dhabi Town gas-turbine power station. Consulting engineers for the power station are Ewbank and Partners.

Russians buy British bulls

Following negotiations with a Russian cattle-buying delegation 52 British beef bulls valued at £30,000, were shipped recently to Riga. Biggest demand was for Herefords (30), bought to assist with the building of the existing national herd.

Arrangements for the deal were made by United Livestock Exports of Great Britain Ltd., London.

Computer line printers for France

Scientific Furnishings Ltd., the Chichester-based computer peripherals member of the Hanson Trust (formerly known as the Wiles Group), recently exported to France another three specially interfaced line printers valued at over £20,000. Over 30 per cent of SFL's total production of 300 and 400 lines-per-minute printers are now being sold to French companies.

£500,000 Austrian contract

The Walmsley (Bury) Group Ltd. have been awarded a contract valued at nearly £500,000 for a high-speed tissue machine to be installed at the mill of Bunzl & Biach AG, Ortmann, Austria. The machine, for the manufacture of dry creped tissue papers, will have a wire width of 144 in. and will operate at speeds up to 4,250 ft./min. Delivery is scheduled to enable commissioning early in 1971.

BARCLAYS BANK D.C.O.

Further Expansion of World-wide Business

The Forty-fourth Ordinary General Meeting of Barclays Bank D.C.O. will be held on 14th January, 1970 in London.

The following is an extract from the circulated statement of the chairman, Frederic Seebohm, for the year ended 30th September, 1969.

Once again we can report a further expansion of our business both in deposits and profits. Last year we were able to show an increase of 33 per cent in our deposits but this was partly due to devaluation and the real growth was of the order of 20 per cent. This year, in terms of real growth, deposits have increased by a further 20 per cent. This increase is well spread over the Bank's operations and we are continuing to open new branches wherever we can find a profitable outlet. Our operations in the international money market have also been extended.

The growth in the balance sheet totals once again makes it necessary to give early consideration to the issue of further capital. Our issued capital and reserves together with the long-term loan stock amount to £83.2 million and to bring the ratio of these items close to 5 per cent of deposits involves us in raising £25 million at an early date.

During the last two years the Bank has been considering the reorganisation of management and philosophy of management in order to create an organisation more appropriate to the greatly increased size of the Bank and to deal successfully with growth and fresh activities. This has now been completed and the indications are that this will have a beneficial effect on revenue and the control of costs, and in ensuring continued prosperity and profitability.

New group representative offices have been opened in Japan, West Germany and Italy and the decision has been taken to open one in Australia. A merchant bank has been formed in conjunction with Hambros and is now functioning in Malta, and medium-term lending organisations started up in that country and Cyprus are already doing satisfactory business. In California, a purchase has been made of First Valley Bank, San Jose, bringing the total number of branches to 14. The deposits of Barclays Bank of California are currently in the region of $100 million and good profits are being earned.

Sterling's future linked to economic stability

The background to the operations of the Bank has been one of disturbance in the international monetary system. Fortunately, the expertise of the City of London is such that it can adjust itself rapidly to new situations and even profit from them. The United Kingdom's balance of payments situation has improved in 1969 due to a large extent to the increase in invisible earnings. There is, however, a long way to go before sterling can once again hold up its head among international currencies and until that time British overseas banks are bound to be working at a disadvantage with the growing competition from the hard currency financial centres.

The year has seen major steps in world currency reform. Paper gold is about to be fabricated through Special Drawing Rights in the International Monetary Fund. The basic point is that no international monetary system, however ingenious, will work unless it is backed by the discipline and reasonably stable behaviour of its member countries. Once this country can achieve stability sterling will again become a leading trade currency. The City of London will be ready to take full advantage of the situation and one can only hope that it will not be frustrated by bad politics. At long last the value of invisible earnings seems to be more widely recognised.

Excellent career opportunities

On the staff front the most difficult problem of the year has been the furtherance of localisation. We realise the political factors involved, but one has to question whether some of the governments concerned really appreciate the damage that could result to their economies, and to foreign investors' confidence in their economies, from too hasty a withdrawal of trained staff. The other side of the coin for us is our team of expatriate staff who number well over 700. In several territories the expatriate staff are working under the very real threat of finding their prospective stay in the country curtailed unexpectedly. It is undeniable that demands on our manpower resources continue to increase with expansion in certain areas, and as new fields are opened up. Our recruitment of management trainees, expatriate and local, is now geared to the provision of sufficient men for the top executive posts in this country and overseas and I have no doubt that an excellent career remains available for the able man who is willing to put his back into the work.

Copies of the full statement and the report of the directors can be obtained from the Secretary, Barclays Bank D.C.O., 54 Lombard Street, London E.C.3.

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GENTRANSCO—ECONOMY AND EFFICIENCY.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Rules of competition

THE *Board of Trade Journal* dated May 10, 1968 (page 1474) contained an announcement about an application for negative clearance, by Vereniging van Veris-en Verffabrikanten in Nederland, of an agreement made by a section of this organization known as the 'Paint Export Group'.

An official translation of the Commission's **Decision, No. 69/202/CEE,** on this application may be obtained, if required, from the Commercial Relations and Exports Department, Board of Trade, Room 373, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354).

IRISH REPUBLIC

Import prohibition: amphetamines

BY THE MEDICAL PREPARATIONS (Control of Amphetamine) Regulations 1969 (S.I. No. 244 of 1969), the Minister of Health in the Irish Republic has prohibited from December 10, 1969, the manufacture, preparation and importation of amphetamines, their derivatives and preparations containing such substances. The regulations also prohibit, as from January 19, 1970, the sale or distribution of the substances to which they apply.

There is provision for the granting by the Minister of a licence authorizing any of the operations prohibited generally by the regulations.

SPAIN

Import duty suspension: extension of time limit

NOTICE was given in the *Board of Trade Journal* of October 1, page 914, of the suspension of the Spanish import duty on fishmeal (Tariff heading 23.01.B).

The Spanish *State Gazette* of December 11 announced the extension of the period of suspension to February 28, 1970.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

REPUBLIC OF SOUTH AFRICA

Import Control Regulations, 1970

A COPY HAS now been received of Government Notice R3839, published in the Republic of South Africa *Government Gazette* of November 28, 1969, setting out in detail the Import Control Regulations for 1970, which become operative on January 1.

The Regulations cover three groups of commodities, as follows:

Group 1.—FREE LIST

This group consists of goods which may be imported from any country without an import permit. The Free List is given in full in the Schedule below.

Group 2.—CAPITAL PLANT, EQUIPMENT, VEHICLES, RAW MATERIALS AND CONSUMER GOODS

Permits for the import of the following goods will be granted on written application to bona fide merchants and manufacturers to meet their full, reasonable requirements

(i) Raw materials, components, consumable stores and maintenance spares other than those specified in Group 3;
(ii) plant, machinery, equipment and spares therefor, other than those specified in Group 3;
(iii) agricultural tractors, machinery and spares therefor, other than those specified in Group 3;
(iv) commercial motor vehicles and spares therefor;
(v) pedal cycles, components and spares therefor;
(vi) components and sub-assemblies for passenger motor vehicles, covered by a currently valid manufacturing programme approved by or on behalf of the Minister of Economic Affairs;
(vii) built-up passenger motor vehicles (S.U.P.), provided that such vehicles are imported by private individuals for their own use and the f.o.b. price is in excess of R1,900;
(viii) aircraft and gliders and spares therefor;
(ix) electronic equipment and spares therefor;
(x) machine and hand tools and spares therefor, other than those specified in Group 3;
(xi) pharmaceutical products and requisites other than those specified in Group 3;
(xii) fungicides, pesticides and insecticides;
(xiii) hardwood and hardwood logs;
(xiv) textile piece-goods other than those specified in Group 3;
(xv) wines, all types, including champagne, liqueurs, cordials, mixed potable spirits and other potable spirits exceeding 3 per cent of proof spirits, and malt liquors;
(xvi) artists' requirements and materials;
(xvii) ships, boats and all other types of vessels and spares therefor;
(xviii) all classes and kinds of goods not specified elsewhere in this notice.

Notes:

Import permits issued for—'All classes and kinds of goods not specified elsewhere in this notice'—, appearing under item (xviii) will have the same meaning as the meaning previously assigned to —'General Merchandise'—, import permits (see *Board of Trade Journal* notice of January 3, 1969).

Permits issued for a particular class or kind of goods under this group will not be interchangeable for any other class or kind of goods specified in this group, with the exception of import permits issued under item (xviii) which will be valid for the importation of all other items appearing in this paragraph excluding built-up passenger motor vehicles [item (vii)].

Import permits issued for this group will not be valid for the importation of the goods specified in Group 3.

Applications for import permits for the classes and kinds of goods specified in this group must be submitted on the existing prescribed forms or by letter where no form is prescribed.

(*Continued on next page*).

REPUBLIC OF SOUTH AFRICA, *continued*

Group 3.—RESTRICTED LIST

Permits for the import of these goods will be granted to individual importers in accordance with quotas determined from time to time. The goods are given in full in the schedule below.

General note:

Goods other than those mentioned in Group 1 Free List should not be shipped unless the importer is in possession of an appropriate valid import permit. Goods which arrive at ports in the Republic of South Africa and for which the importer cannot produce a valid import permit, will be deemed to have been imported in contravention of the Import Control Regulations.

Import permits may not be negotiated, sold or used to the benefit of any firm not named in the import permit without the prior written approval and consent of the Director of Imports and Exports. Any import permits which appear to have been used in this manner will be cancelled and withdrawn forthwith. Nothing in the Notice absolves an importer from the obligation of also complying with the provisions of other legislation relating to the importation of goods into the Republic of South Africa.

The meaning to be assigned to any description of articles shall be the meaning assigned to similarly numbered items in the First Schedule to the Customs and Excise Act, No. 91 of 1964.

Group 1.—FREE LIST

Notes:

The articles appearing in this schedule shall also be exempt from the production of permits when they are imported under rebate of customs duty under the Third, Fourth and Fifth Schedule to the Customs and Excise Act, No. 91 of 1964.

All goods mentioned in this schedule shall include maintenance spares therefor, provided such spares do not fall under the items in respect of which specific permit is required in terms of Group 3.

(1) Description of goods	(2) Tariff Heading No.
Animals and birds, live	01.01
	01.02
	01.03
	01.04
	01.05
	01.06
Sausage casing (animal)	Ex 05.04
Rice	10.06
Sausage casings (other)	Ex 39.07
	Ex 48.21
Petrol and aviation spirit	Ex 27.07
	Ex 27.10
Kerosene	Ex 27.07
	Ex 27.10
Distillate fuels and residual fuel oils	Ex 27.07
	Ex 27.10
Crude oil	Ex 27.09
White spirit	Ex 27.10
Lubricating greases	Ex 27.10
Lubricating oils	Ex 34.03
Petroleum jelly	27.12
Benzine, toluene, xylene, hexane, heptane, octane	Ex 29.01
Lifesaving rockets and flares	Ex 36.05
X-ray plates and film	Ex 37.01
	Ex 37.02
Sensitized photographic paper, but excluding diazo-coated paper for dry and moist development processes for plan reproduction and office copying	Ex 37.03
Buckles, including buckle-slides and buckle-clasps and metal clasps therefor; buckle moulds, hooks; hooks and eyes; hooks and bars and waisthooks; trouser clips and slides; dress shields; crochet hooks; thimbles	Ex 39.07
	Ex 40.13
	Ex 61.11
	Ex 73.33
	Ex 73.40
	Ex 83.09
Rubber bands	Ex 40.14
Erazers	Ex 40.14
Lifebouys and lifebelts	Ex 45.03
	Ex 45.04
	Ex 70.21
Printed pattern paper for the clothing industry	Ex 48.03
	Ex 48.07
Stencil sheets for duplicating	Ex 48.07
	Ex 48.13
Record binders	Ex 48.18
Telephone indexes and refills	Ex 48.18
Pocket diaries and refills	Ex 48.18
Desk dairies and refills	Ex 48.18

(1) Description of goods	(2) Tariff Heading No.
Offset duplicating masters	Ex 48.21
Belt backing; plain paper patterns, or those with printed instructions for dressmaking, and printed envelopes in which such patterns are imported	Ex 48.21
Printed books, booklets, brochures, pamphlets and leaflets	Ex 49.01
	Ex 49.11
Newspapers and periodicals	Ex 49.02
Children's picture books and painting books	49.03
Music, printed or in manuscript	49.04
Maps, charts, atlases and terrestrial and celestial globes	49.05
Transfers (decalcomanias)	Ex 49.08
Catalogues; price lists and trade publications, paper dressmaking pattern catalogues; printers' proofs	Ex 49.11
Wool	53.01
	Ex 53.05
Wool noils	Ex 53.03
Wool tops	Ex 53.05
Waistbanding in the piece	Ex 58.05
	Ex 61.11
Belt backing; eyeletted tape and hook-and-eye tape	Ex 58.05
	Ex 83.09
Elastic, tape, braid, webbing ribbon and bindings; cloth labels and tabs with woven inscriptions	Ex 58.05
	Ex 58.06
	Ex 58.07
	Ex 59.13
Dressing gown cord; narrow woven textile fabrics with woven fringes; ornamental trimmings in the piece; loops and loopings for the overall and clothing industry	Ex 58.07
Buttonhole gimp yarn	Ex 58.07
Tracing cloth	Ex 59.07
Elastic trouser bindings; elastic trimmings; not knitted or crocheted	Ex 59.13
Second-hand overcoats	Ex 63.01
Edgings knitted, not elastic or rubberized; pyjama girdles	Ex 60.05
Suspender ends and grips	Ex 61.09
Shoulder and other pads; dressing gown girdles	Ex 61.11
Elastic trouser bands; adjustable shoulder straps for women's underwear	Ex 61.11
Headbands and chevrettes of leather or imitation leather, for headgear; peaks	Ex 65.07
Diamonds, unworked and synthetic	Ex 71.02
	Ex 71.03
Shaving brushes	Ex 71.13
	Ex 96.02
Drawing pins	Ex 73.31
	Ex 74.14
Typewriter and office machine empty ribbon spools (metal)	Ex 73.40
Caps, rivets and eyelets, eyelets	Ex 73.32
	Ex 74.15
	Ex 76.16
	Ex 83.09
Needles, excluding knitting needles	Ex 39.07
	Ex 76.16
	Ex 95.04
Pins, including safety pins	Ex 73.34
	Ex 74.19
Metal fasteners for buttons	Ex 73.40
Banding machines and tools	Ex 82.04
	Ex 84.19
Scissors	Ex 82.12
Hairclippers	Ex 82.13
	Ex 85.07
Tower and turret bells and parts thereof	Ex 83.11
Needles and spare parts for all domestic sewing machines	Ex 84.41
Cheque writing machines	Ex 84.51
Typewriter	Ex 84.51
Calculating machines	Ex 84.52
	Ex 84.53
Cash registers	Ex 84.52
Accounting machines	Ex 84.52
	Ex 84.53
Postage franking machines	Ex 84.52
Ticket-issuing machines	Ex 84.52
Adding machines	Ex 84.52
	Ex 84.53
Continuous stationery processing machines for use in conjunction with electronic data processing machines	Ex 84.53
Electronic data processing machines and ancillary and peripheral equipment and parts therefor	Ex 84.53
Tabulators	Ex 84.53
Bookkeeping machines	Ex 84.53
Change-giving machines	Ex 84.54
Coin-counting and sorting machines	Ex 84.54
Addressing machines	Ex 84.54
Electronic stencil cutters	Ex 84.54
Collating, folding, inserting and closing machines	Ex 84.54
Ferforators (for office use)	Ex 84.54
Automatic typewriting equipment, when imported separately from typewriters	Ex 84.54
Punches (for office use)	Ex 84.54
Watch-cleaning machines	Ex 84.59
Primary batteries of a type ordinarily used for deaf-aids	Ex 85.03
Inter-office communication sets and equipment	Ex 85.13
Tape recorder head sets	Ex 85.13
Tape recorder microphones	Ex 85.14
Amplifiers and speakers	Ex 85.14
Electrostatic automatic document reproducers and peripheral and ancillary equipment and parts therefor	Ex 90.07
Microscopes	Ex 90.11
	Ex 90.12
Surveying instruments	Ex 90.14
Drawing and mathematical sets; set squares; protractors; school rulers, compasses; dividers and protractors of the cheap school type	Ex 90.16
Medical, dental, surgical and veterinary instruments and appliances and electro-medical apparatus and ophthalmic instruments	90.17
Gas masks and other lifesaving equipment, including mine rescue apparatus	Ex 90.18
Orthopaedic appliances, surgical belts, trusses and the like; artificial limbs, eyes and other artificial parts of the body (excluding artificial teeth)	Ex 90.19
Deaf-aids	Ex 90.19
X-ray apparatus and accessories	Ex 90.20
Scientific and laboratory instruments	Ex 90.22
	Ex 90.23
	Ex 90.24
	Ex 90.25
	Ex 90.28
Air pressure gauges	Ex 90.24
Production meters	Ex 90.26
Time registers and recorders excluding pigeon timing clocks	Ex 91.05
Clock movements	91.08
	Ex 91.11

(Continued on next page).

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REPUBLIC OF SOUTH AFRICA, *continued*

(1) Description of goods	(2) Tariff Heading No.
Dictating machines	Ex 92.11
Tape recorders	Ex 92.11
Sound recorders	Ex 92.11
Tape recorder foot controls	Ex 92.11
Computer disc packs	Ex 92.12
Magnetic recording tapes, cassettes and discs	Ex 92.12
Empty spools	92.13
Verey light pistols, line-throwing guns and the like for lifesaving	Ex 93.04
Time recorder metal card racks	Ex 94.03
	Ex 83.04
Charting and planning boards	Ex 94.03
Whalebone supports used in clothing	Ex 95.05
Typewriter brushes	Ex 96.02
Button moulds, snap fasteners; press-button tape; plain single shirt studs, other than those of metal generally used in the clothing industry	Ex 98.01
Penholders	Ex 98.03
Marking pens	Ex 98.03
Pen nibs	Ex 98.04
Pencil leads; tailors' chalks	Ex 98.05
Numbering machines	Ex 98.07
Plastic carbon ribbons for typewriters	98.08
Plastic, silk and cotton computer ribbons	98.08
Corset busks and similar supports for articles of apparel or clothing accessories	98.13
Vacuum flasks and glass inners for vacuum flasks	Ex 70.12
	Ex 98.15

Group 3.—RESTRICTED LIST

Notes:

The classes and kinds of goods specified in this paragraph may be imported into the Republic of South Africa only if the goods are specifically described in the relevant import permit.

Import permits issued for goods in this group will not be valid for the import of goods specified in Group 2.

Applications for plant, machinery, equipment and raw materials for new industries or expansions of existing industries, as specified in this group, must be submitted on the relevant form prescribed by the Department of Industries. This form is obtainable from the Secretary for Industries, Private Bag 342, Pretoria.

(1) Description of goods	(2) Tariff Heading No.
Raw materials, components, consumable stores and maintenance spares for new industries and expansions of existing industries	
Plant, machinery, equipment and spares therefor for new industries and expansions of existing industries.	
Agricultural tractors, machinery and spares therefor, in respect of which after sales services are not adequately provided for in the Republic of South Africa.	
Fish (fresh, frozen, salted, in brine or dry), but excluding fry and roes, anchovies, caviar, lax, lobster, fish pastes, salted herrings and kippered herrings	Ex 03.01
	Ex 03.02
	03.03
	16.04
	Ex 16.05
Fruits (bottled, tinned or otherwise preserved, including candied peel and dried fruit)	Ex 08.01
	08.02
	08.04
	08.06
	08.07
	08.08
	08.09
	08.10
	08.11
	08.12
	08.13
	Ex 20.01
	20.03
	Ex 20.04
	Ex 20.06
Coffee, not roasted, roasted or ground; mixed coffee substitutes	Ex 09.01
	Ex 21.01
	Ex 21.02
Crude and/or processed fish oil, including refined deodorized and hardened fish oil, but excluding fats and oils imported under rebate of duty	Ex 15.04
Tung oil and oiticica oil	Ex 15.12
Smoked 'Snaithe in oil'	Ex 15.07
Sugar, including loaf and cube sugar and glucose	Ex 16.04
	17.01
	Ex 17.02
	Ex 17.05
Confectionery, including slab chocolate, ice-cream mixes made with sugar, sweetened cocoa or chocolate, sweetmeats, crystallized fruits, chow-chow, but excluding ice-cream, ginger preserved in syrup or brine or in some other manner and candied ginger	Ex 17.04
	Ex 18.06
	Ex 20.04
	Ex 21.07
	Ex 97.05
Paste, pulp, puree extract or concentrate of tomato	Ex 20.02
Glace cherries	Ex 20.04
Mercury	Ex 28.05
The following items shall include raw materials as well as the finished product in dosage form:	
Paracetamol	Ex 29.25
Dicyclamine hydrochloride	Ex 29.23
Amylobarbitone and its salts	Ex 29.25
Phenacetin	Ex 29.25
Pentobarbitone and its salts	Ex 29.25
Quinalbarbitone and its salts	Ex 29.25
Phenylbutazone	Ex 29.25
Furazolidone	Ex 29.25
Chlorpromazine hydrochloride	Ex 29.35
Nitrofurazone	Ex 29.35
Nitrofurantoin	Ex 29.35
Piperazine salts	Ex 29.35
Phenolphthalein	Ex 29.37
Digoxin	Ex 29.41
Quinine and quinidine and their salts	Ex 29.42
Lignocaine and its salts	Ex 30.03
Thiopentone and its salts	Ex 30.30
Ehtyl chloride	Ex 29.02
Acetylsalicylic acid and preparations thereof	Ex 29.16
	Ex 30.03
Salicylic acid and preparations thereof	Ex 29.16
	Ex 30.03
Methylsalicylate (raw material)	Ex 29.16
Calcium methanesulphonate of isonicotine acid hydrazide in raw material or finished dosage form	Ex 29.35
Injections (in finished dosage and ampouleform):	
Vitamin B12 and vitamin B complex	Ex 29.38
ACTH gel, solution and long-acting form (excluding the zinc salts)	Ex 29.39
Injections containing salts of penicillin and/or salts of streptomycin	Ex 29..44
Dental cartridges	Ex 30.03
Hyaluronidase in raw material and/or in finished dosage form	Ex 29.40
Narcotics derived from opium (in raw material and/or in finished dosage form)	Ex 29.42
Aerosols (containing in finished dosage form:	
Polymixin and/or neomycin and/or bacitracin	Ex 29.44
	Ex 30.03
Suture materials, surgical sterile	30.05
Gold and any alloy of gold which is used for dental purposes	30.05
Fertilizers	31.01
	31.02
	31.03
	31.04
	31.05
Diazo-coated paper for dry and moist development processes for plan reproduction and office copying	Ex 37.03
Insecticides with trichorodi(chlorophenyl)ethane (DDT) as active ingredient	Ex 38.11
Polystyrene	Ex 39.02
Ethylene polymers and copolymers in liquid, paste, blocks, lumps, powders and similar bulk forms	Ex 39.02
Polyvinyl chloride and copolymers in liquid, paste, blocks, lumps, powders and similar bulk forms	Ex 39.02
Plastic containers for the collection of blood for blood transfusion	Ex 39.07
	Ex 90.17
Jute bags (line or unlined) and bags made from plastic or other material, of a kind used for the packing of goods	Ex 39.07
All clothing (including infants' napkins), excluding second-hand overcoats, infants' knitted outerwear not exceeding 20 inches chest measurement, infants' nightwear not exceeding 27 inches in length, infants' petticoats not exceeding 18 inches in length, bibs, feeders and saris	Ex 62.03
	Ex 39.07
	Ex 40.13
	Ex 42.03
	Ex 43.03
	Ex 43.04
	Ex 60.03
	60.04
	Ex 60.05
	Ex 60.06
	61.01
	61.02
	Ex 61.03
	61.04
	Ex 61.09
	Ex 61.10
	Ex 63.01
	Ex 64.06
	Ex 68.13
Natural rubber	Ex 40.01
Rubber latex	40.02
Synthetic rubber	40.02
Latex camelback	40.11
Latex seamless tubing	Ex 40.09
Wood of coniferous species (in the rough, whether or not stripped of its bark or merely roughed down, roughly squared or half-squared or planed, but not further manufactured), boxes and shooks	44.01
	Ex 44.03
	Ex 44.04
	Ex 44.05
	Ex 44.13
	Ex 44.21
Basketwork and wickerwork	46.03
Postage stamps	49.07
	99.04
Polyester fibres	Ex 56.01
	Ex 56.02
	Ex 56.03
	Ex 56.04
Jute fibre, jute bagging and sacking and hessian	57.03
	Ex 57.10
Woven fabrics in which synthetic fibres (continuous and discontinuous) predominate, of a weight per square yard of not less than 4·2 ounces and woven fabrics in which cellulosic fibres (continuous and discontinuous) predominate and which contain not less than 30 per cent of combed wool or other combed animal hair or synthetic fibres or mixtures thereof, of a weight per square yard of not less than 4·2 ounces, but excluding fabrics imported under rebate of duty and used in the manufacture of boys' shorts, women's and girls' outer garments and infants' wear	50.09.15
	50.09.25
	50.10.15
	50.10.25
	51.04.70
	51.04.85
	56.07.80
	56.07.87
Sisal, raw or processed and twine, rope and cordage produced from sisal	Ex 57.04
	Ex 59.04
Graduated or calibrated pharmaceutical glassware	70.17
Unwrought gold in the form of bars, ingots, buttons, wire, plate, granules or in solution or in any other form whatsoever	Ex 71.07
Any article or substance consisting of gold or containing gold which, although manufactured, is not as such an article of commerce	Ex 71.07
Coins	72.01
	99.05
Galvanized sheet steel in corrugated, flat, coil or strip form and cold-rolled steel, in sheet, coil or strip form, but excluding stainless steel	Ex 73.12
	Ex 73.13
	Ex 73.15
Pressure stoves (Primus stove type)	Ex 73.36
	Ex 74.17
Zinc	Ex 79.01
Serrated saw banding	Ex 82.02

(1) Description of goods	(2) Tariff Heading No.
Vices – mechanics', fitters', engineers', bench type (spindle-operated, with or without quick release), woodworkers' or carpenters' (excluding table, leg, swivel and pipe vices, including the combination type)	Ex 82.04
Hammers of base metal, being carpenters', claw, ballpein, club, sledge, joiners', telephone and brick-hammers	Ex 82.05
Screwdrivers, excluding the ratchet, screw-holding and jewellers' types	Ex 82.04
Hand punches – drive, rail, pin, centre, roofing and taper	Ex 82.04
Trowels	Ex 82.04
Twist drills – all types (excluding tungsten carbide drills and woodboring bitstock drills)	Ex 82.04
	Ex 82.05
Other masons' hand tools (excluding stone cutting combs and holders, pitching tools, chiselpoint and stone chisels and plumb bobs)	Ex 82.04
Millings cutters, all types	Ex 82.04
	Ex 82.05
Miners' safety lamps (cap lamps), electric	Ex 83.07
	Ex 85·10
Pumps of the kind commonly used for the delivery of petrol or lubricating oil, fitted with measuring devices	Ex 84.10
Weighing machinery, including weighing machine weights of all kinds	Ex 84.20
Conveyors	Ex 84.22
Scrapers	Ex 84.23
Guillotines (excluding hand guillotines for use in the paper industry)	Ex 84.33
	Ex 90·10
Plate bending rolls	Ex 84.45
Presses for the metal industry	Ex 84.45
Press brakes	Ex 84.45
Centre lathes	Ex 84.45
Concrete mixers	Ex 84.56
Electric floor polishers, including vacuum cleaner/floor polisher combinations	Ex 85.06
Television apparatus and equipment	Ex 85.15
Graphite electrodes	Ex 85.24
Built-up passenger motor vehicles in S.U.P. form other than those specified in Group 2 of this notice	Ex 87.02
Engines, chassis, body parts, sub-assemblies and other materials in C.K.D. or S.K.D. form for the assembly of passenger motor vehicles other than those specified in Group 2 of this notice	Ex 87.02
	Ex 87.04
	Ex 87.05
	Ex 87.06
Coin-operated projectors	Ex 90.08
	Ex 90.09
Balances of a sensitivity of five centigrammes or better, with or without their weights	90.15
Metal levels – straight-edged exceeding 12 inches in length, of an f.o.b. price not exceeding R10 per level	Ex 90.16
Medical tubes for endotracheal, trachoestomic and urological drainage as well as for anaesthesia and for veterinary purposes	Ex 90.18
Gas supply meters	Ex 90.26
Water supply meters for use with piping with an inside diameter not exceeding one inch	Ex 90.26
Juke boxes, pin tables, novelty tables, coin-operated machines and amusement machines	Ex 92.11
	Ex 97.04
Firearms:	
9 mm. automatic pistols, ·25 in. automatic pistols	Ex 93.02
12 bore shotguns	Ex 93.04
All single barrel sporting rifles between and including 0·22 in. and 0·375 in. calibres and including mm calibres in this series	Ex 93.04
Cartridges:	
7·62 mm. all kinds	
0·305 in., all kinds	
0·380 in., Smith and Wesson type	
0·308 in., all kinds	
0·25 in., pistol type	
0·5 in., all kinds	
9 mm., parabellum or luger	
0·22 in., all kinds	
0·22 in. and 0·25 in., for captive – bolt humane killers or stunners or for rivet guns	
12.16, 20 and 0·410 bore shotgun cartridges	Ex 93.07

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471, 472, 473).

SINGAPORE

Pioneer Industries

THE SINGAPORE *Government Gazette*, dated December 5, states that the following industries and products shall be Pioneer Industries and Pioneer Products under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

Industries	Products
Petroleum products	Base lubricants and by-products

The proposal to designate these industries and products appeared in the *Board of Trade Journal* of November 5.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

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NEW ZEALAND

Customs tariff inquiry: bonded fibre fabrics

THE MINISTRY of Industries and Commerce has referred to the New Zealand Tariff and Development Board, for inquiry and report, the question of import duties and import licensing affecting bonded fibre fabrics, similar bonded yarn fabrics, and articles of such fabrics, whether or not impregnated or coated.

The goods in question are classified in the tariff item shown below:

		Rates of Duty		
		British Preferential	Most Favoured Nation	General
59.03.01	Bonded fibre fabrics	25%†	..	25%†
59.03.02	Oils	Free	..	Free
59.03.09	Articles	25%	45%	60%

†Or such lower rate of duty as the Minister may in any case direct.

The public inquiry will take place in Wellington on Thursday, March 5, 1970, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Acting Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than Friday, February 13, 1970. 'Notes for the Guidance of Witnesses,' which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E.54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., P.O. Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone, Wellington 43-706; (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 222-7877, Ext. 2321), quoting reference CRE 57/70.

Sir Jack Harris, past president of the Wellington Chamber of Commerce, moves the vote of thanks to Sir Arthur Galsworthy, the newly appointed British High Commissioner to New Zealand for his address as guest speaker at a luncheon organized jointly by the Wellington Chamber of Commerce and the British Trade Association of New Zealand. From left to right: Sir Jack Harris, Mr. John Greenfield, president of the BTA, Sir Arthur Galsworthy and Mr. C. E. Dowling, president of the Wellington Chamber of Commerce.

BRAZIL

External loans

DECREE NO. 65,071 of August 27, 1969, sets up an External Loan Commission (CEMPEX) to deal with the examination of requests for authorisation to undertake, inter alia, various foreign loans.

Resolution No. 125 of the Central Bank of Brazil dated September 12, 1969 established that loans in foreign currency entering Brazil as foreign capital (under the terms of Law No. 4131 modified by Law No. 4390, both regulated by Decree No. 55,762) may only be contracted with prior authorization of the Central Bank. FIRCE Communique No. 10 of September 12, 1969, establishes the procedure for registration of these loans.

Copies of unofficial translations of Decree No. 65,071 and FIRCE Communique No. 10 are available on application to Commercial Relations and Exports Department, Board of Trade, Room 355, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2293).

UNITED STATES

National Commission on Product Safety

THE *Board of Trade Journal* of November 26, 1969, gave notice of the intention of the United States National Commission on Product Safety to make its Public Index File available for public purchase.

The Index File can now be purchased by the public in microfiche form (12 sheets for a total of 65 cents). The microfiche sheets, which are 4 inches x 6 inch photographic transparencies, can be read only by 18× magnification with microfiche reader. This interim file may be ordered from the Clearing House, United States Department of Commerce, Springfield VA 22151. Printed copies of the interim file will be available in late January 1970 for approximately $10.

Final copies of the Index File will be available after the Commission's final report is submitted in June 1970.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext 2397). (Ref. FR 13.12.69).

Motor vehicle safety standards

THE *Board of Trade Journal* of October 15, 1969, gave notice of an amendment to Standard 114 relating to theft protection for passenger cars.

The Federal Highway Administration has now concluded that the effective date of paragraph 5.4.4 (warning signal from ignition lock) of Standard No. 114 should be extended to April 1, 1970.

Inquiries about this notice should be addressed to the Tariff Section (United States), Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457). (ref. FR 11.12.69).

THE *Board of Trade Journal* of November 12, 1969, announced amendments to Standard 109 relating to new pneumatic tyres and Standard 110 relating to tyre selection and rim sizes.

The United States Federal Highway Administration has now announced further amendments to Table 1-A of Appendix A of Standard 109 and Table 1 of Appendix A of Standard 110 which became effective January 11, 1969.

Inquiries about this notice should be addressed to United States Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) (Ref. FR 12.12.69).

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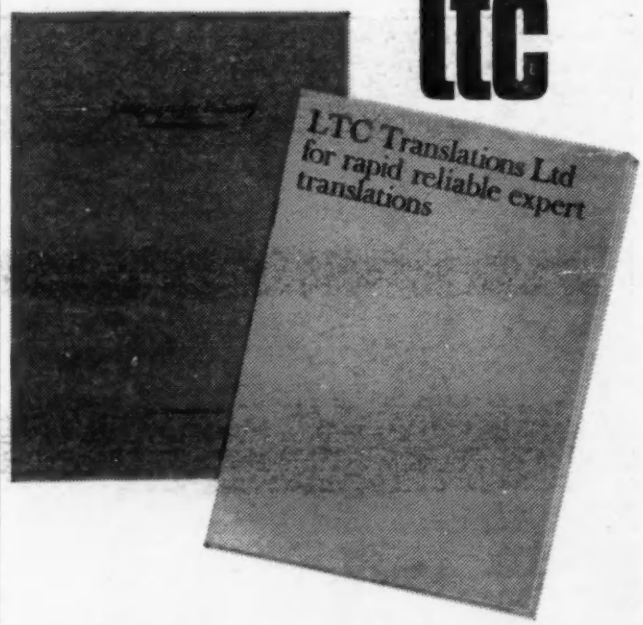

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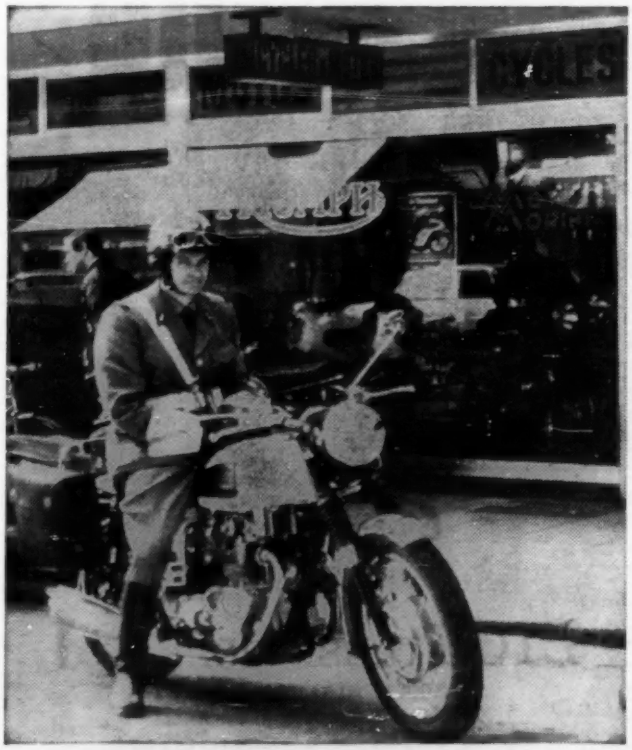
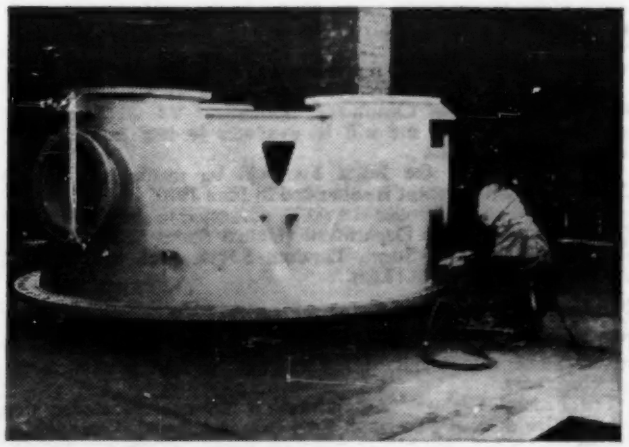


One of the first police forces to use Triumph's 750 cc Trident for high speed patrol duties, is the Geneva force in Switzerland, who found the triple cylinder power unit ideal for their purpose. The photograph shows one of the bikes outside the premises of Triumph's Geneva distributor, M. Jacques Berlioz.



Engineering export orders for modern process plant call for the application of many different skills. This septum valve body had to be supplied with special aluminized coating finish to ensure long-term protection against corrosion. The operation was carried out by Penfold Metallizing Co. Ltd., Barnham, Bognor Regis. After shotblasting, a coat of aluminium ·004 in. thick was sprayed on, followed by a final seal of silicone aluminium. This treatment is claimed to give full protection against corrosion for at least 25 years. The valve itself was manufactured by Victoria Foundries & Engineering Alton Ltd., to the order of Ashmore, Benson, Pease & Company Limited (Davy-Ashmore Group). It will be incorporated in high top pressure equipment of advanced design which Ashmores are supplying to Krupps of Germany for a new blast furnace installation in Northern Spain.

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Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 *(Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

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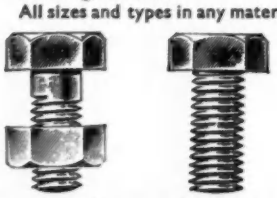

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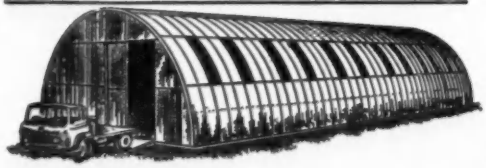

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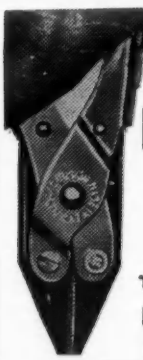

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